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October 1984

Contract

THE BUSINESS MAGAZINE OF COMMERCIAL FURNISHINGS & INTERIOR ARCHITECTURE

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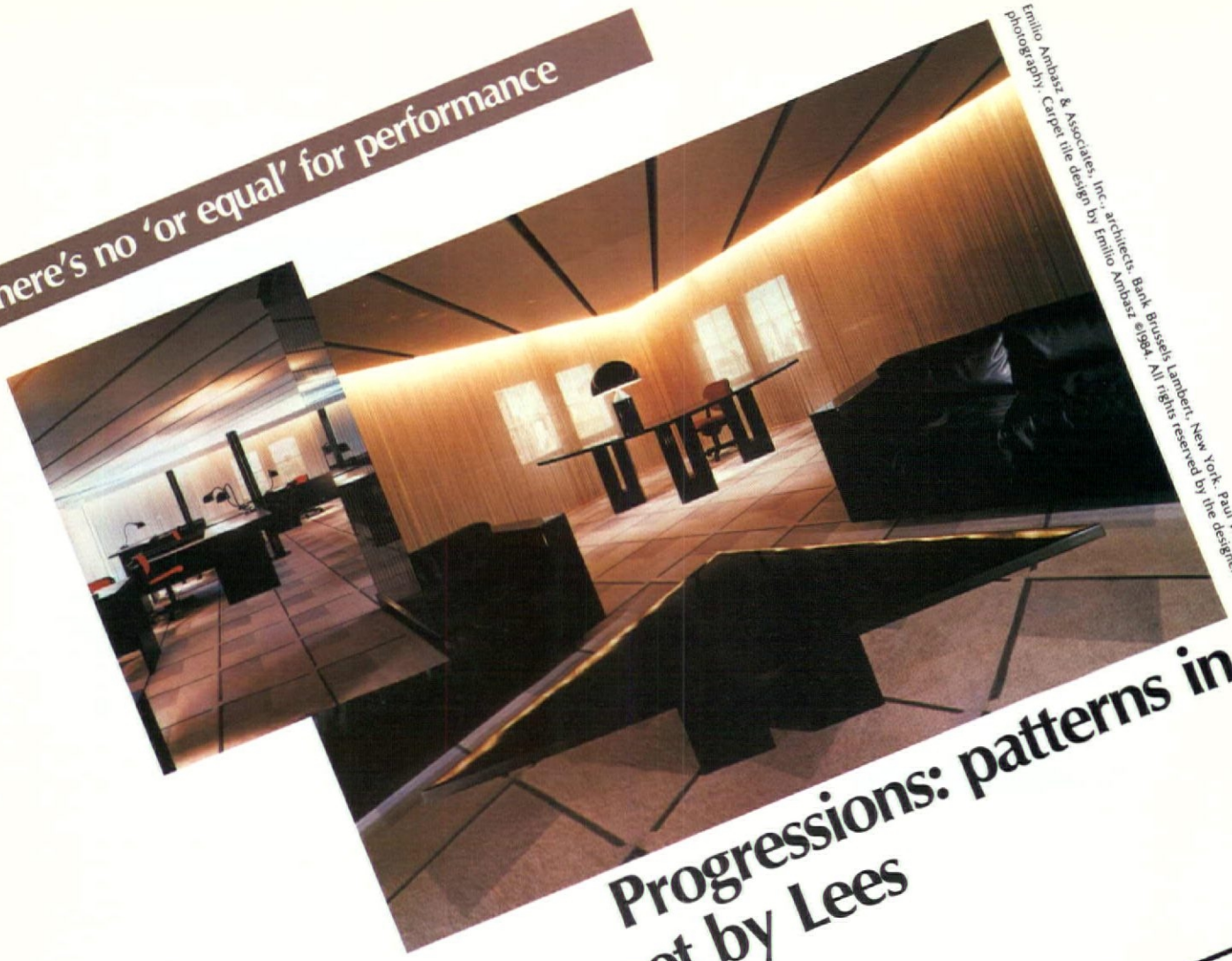
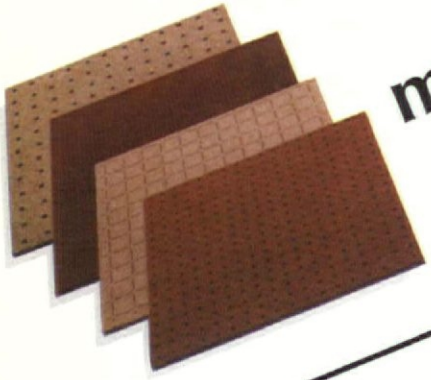


Emilio Ambasz & Associates, Inc., architects. Bank Brussels Lambert, New York. Paul Warchol photography. Carpet tile design by Emilio Ambasz ©1984. All rights reserved by the designer.

Progressions: patterns in modular carpet by Lees



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Cover: *Graphic artist George Koizumi employs, interior view, of Farmers' & Mechanics' Savings, Burlington Township, N.J., to illustrate how banks are changing to reflect new financial services and procedures. Feature section begins on page 98.*

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THE BUSINESS MAGAZINE OF COMMERCIAL FURNISHINGS & INTERIOR ARCHITECTURE

Vol. 26 No. 10 **October 1984**

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Volume 26 No. 10

November: Executive Buyer Edition/Offices circulates to 5,000 office managers and facility planners. Included in coverage are latest installations for this leading category of commercial interior design. Product reviews of Executive Office Products and Specifier's Drapery Upholstery & Wall Fabric are complemented by coverage of top-of-the-line Desk Accessories. CONTRACT announces winners of the CONTRACT/IBD Product Design Competition, featuring gold, silver, and bronze medal winners. Issue is also received by 2,000 Canadian contract designers and architects.

December: Executive Buyer Edition/Fast Food Chains & Shopping Centers overviews outstanding design innovations in one of America's fastest-growing industries—foodservice. With bonus circulation to 5,000 fast food chain executives and shopping center developers, this issue also incorporates Signage Report and Resilient, Wood, & Hard Surface Flooring Product Review. A comprehensive look at art for the contract market is included in Arts & Graphics Review, while Mart & Showroom Directory gives listings of furnishings marts across the country.

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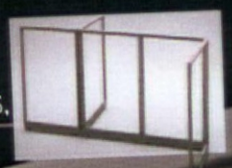

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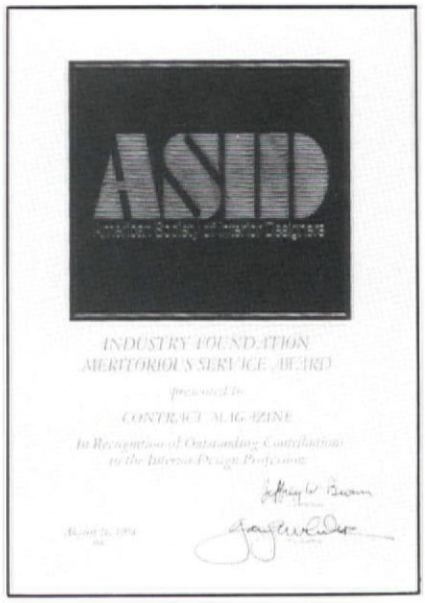
ASID INDUSTRY FOUNDATION HONORS CONTRACT WITH MERITORIOUS SERVICE AWARD

It was with a lot of gratitude, enthusiasm, and pride that I stepped to the podium at the American Society of Interior Designers Industry Foundation (ASID IF) banquet in Chicago, recently, to accept an award for meritorious service on behalf of CONTRACT Magazine. The award, shown below, was presented to CONTRACT "in recognition of outstanding contributions to the interior design profession."

The occasion also honored Torben H. Jensen of Top Grade Inc. and Edward Fields Inc. for individual and manufacturer service to the design industry, respectively. What superb company CONTRACT had at this prestigious award ceremony.

Thank you ASID and the Industry Foundation for the recognition, thank you for the faith you placed in us, and thank you for the opportunity and incentive to go on serving this marvelous, exciting, and productive industry. All of us at CONTRACT are proud indeed of this singular honor.



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In Recognition of Outstanding Contributions
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Len Corlin

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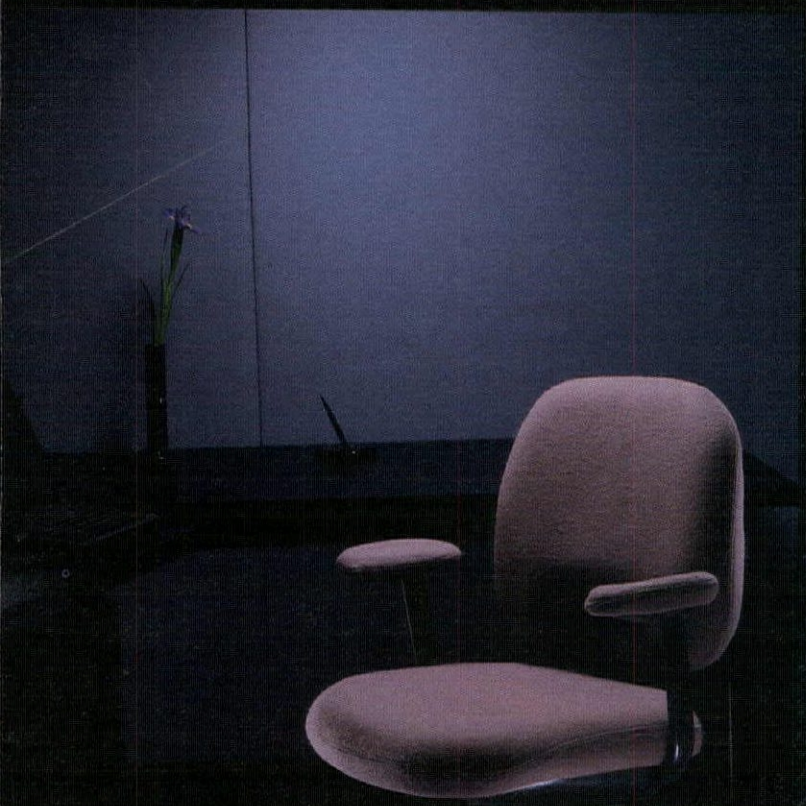

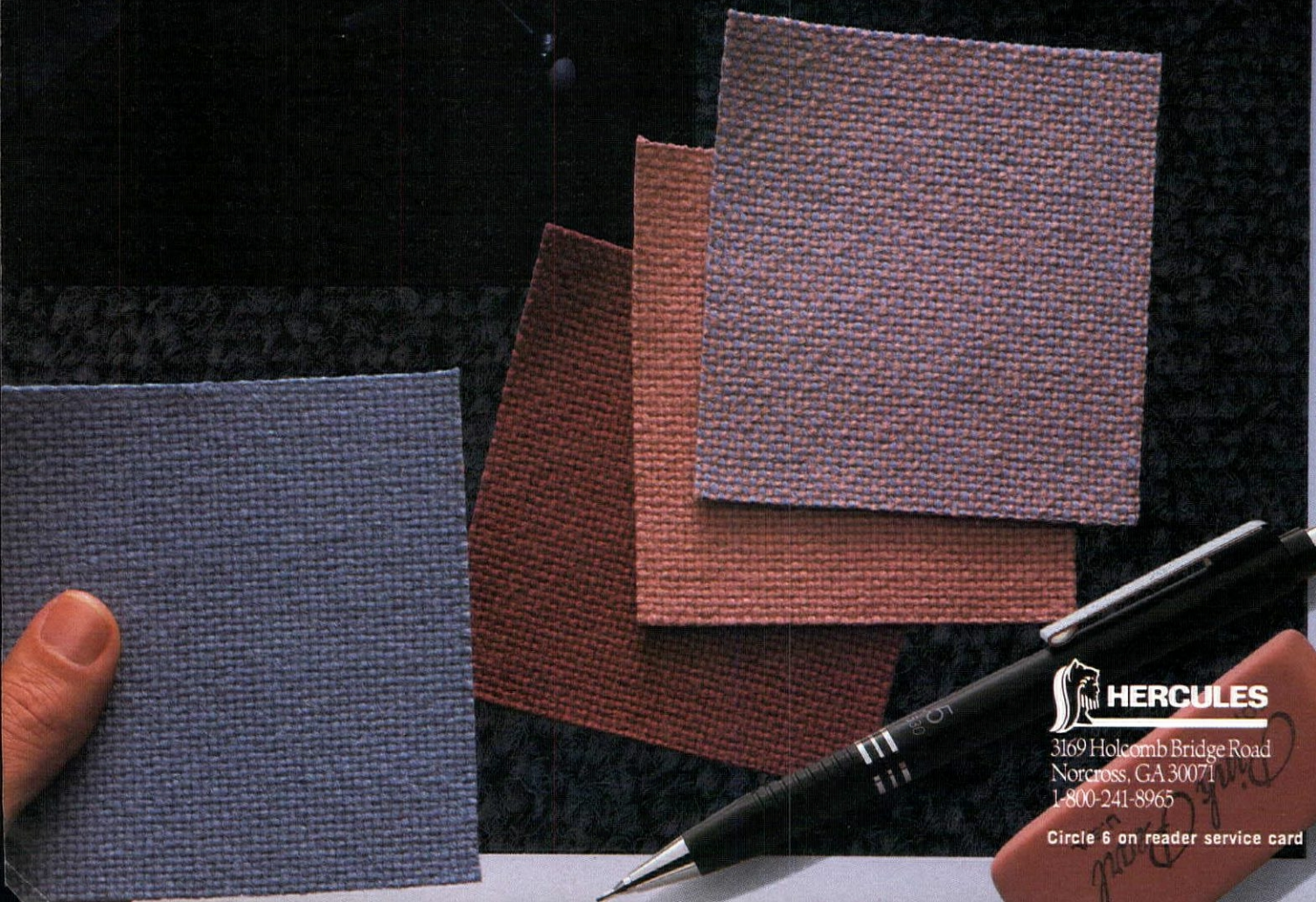

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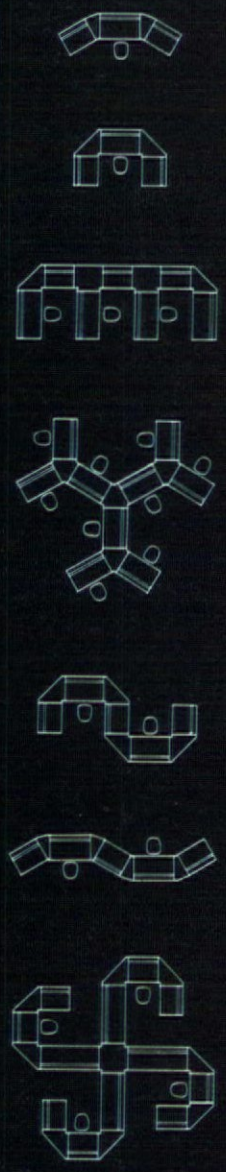

ALL·STEEL

TVA responds to coverage

Dear Editor: I would like to take this opportunity to comment on the July issue of CONTRACT and the article concerning the new Tennessee Valley Authority (TVA) office complex. As someone who has observed the evolution of the project, I feel that the role of the TVA architects, engineers, and interior designers was tremendously understated.

The article did not adequately reflect the creativity and technical analysis that had taken place prior to, and during, the consulting contract. It was also interesting to note how much the consultants learned professionally—especially about productivity and the automated office from TVA employees.

I feel that your readers would both enjoy and benefit from future articles which focus on the realities of implementation from the TVA project perspective.

BRIAN KINGSLEY KRUMM
Management Analyst, TVA

Editor's Reply: Source material for the article on the Tennessee Valley Authority which ran in our July Open Plan Specifier's Guide Issue was obtained from interviews with Associated Space Design, Atlanta, and the Buffalo Organization for Social and Technological Innovation (BOSTI), Buffalo, N.Y., joint-venture collaborators on design of the facility. Upon completion of construction, CONTRACT intends to include coverage of TVA's headquarters in a future issue. The magazine would welcome contributions from TVA's own spokesmen at that time, when project coverage will be more extensive.

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Meeting publicity helps attendance

Dear Editor: Thank you for publishing a notice of the NEOCON meeting of the Association of University Interior Designers (AUID) in the June issue of CONTRACT. Our excellent turnout, including several previously unknown university designers, was due in part to your excellent coverage.

The Association has scheduled our Annual Conference at Texas A&M University, College Station, Tex. from October 17-19. If I formation about our organization, please contact me. We are eager to work with you and colleagues in the field.

MARY STRINGFIELD
National Secretary
AUID
Columbus, Oh.

Likes August editorial

Dear Editor: A clearinghouse for furnishings events and markets (proposed in CONTRACT's editorial commentary, p. 7, August issue) is a good idea.

As sponsors of the World of Window Coverings shows we are very concerned about avoiding potential conflicts for our attendees and exhibitors. Count on our participation.

JOHN A. CLARK
Publisher
Drapery & Window Coverings Magazine
N. Palm Beach, Fla.

ERRATA

GF Furniture Systems is holding its Designer's Saturday seminar on Thursday, October 11, at 3 p.m., not on Monday, Oct. 15 as indicated in the September issue.

The photo shown on p. 142, CONTRACT August Furniture Component Hardware Directory, credited to Allied Trend System, should have been credited to Allied Tube and Conduit.

Photos of computer workstations shown on pp. 122 and 124, August issue, credited to Anderson Desk Co. and Virco respectively, should both have been credited to Anderson.

CONTRACT's Computer Support Directory should have included Jofco, a firm actively involved in the manufacture of computer support furnishings.

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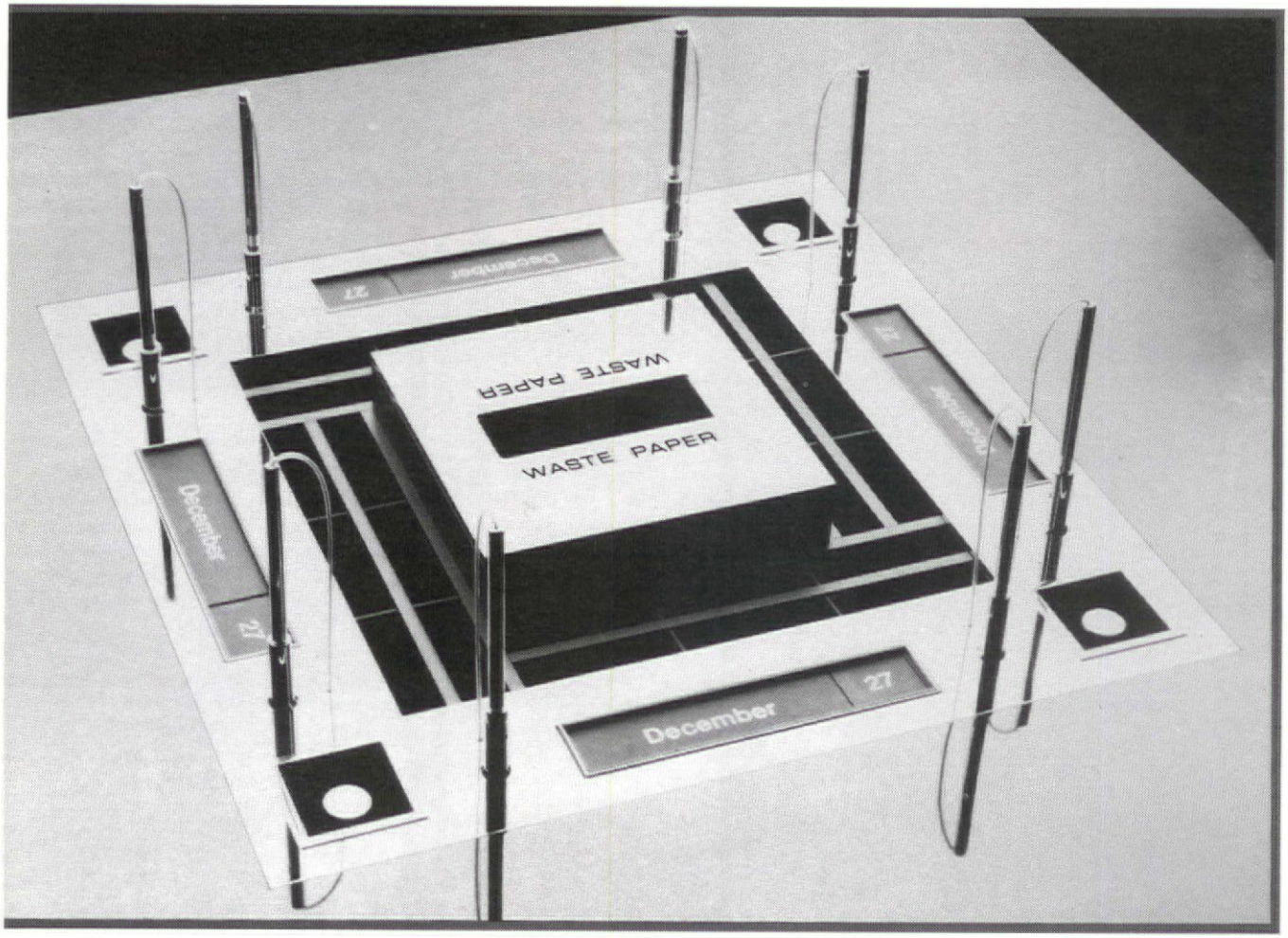

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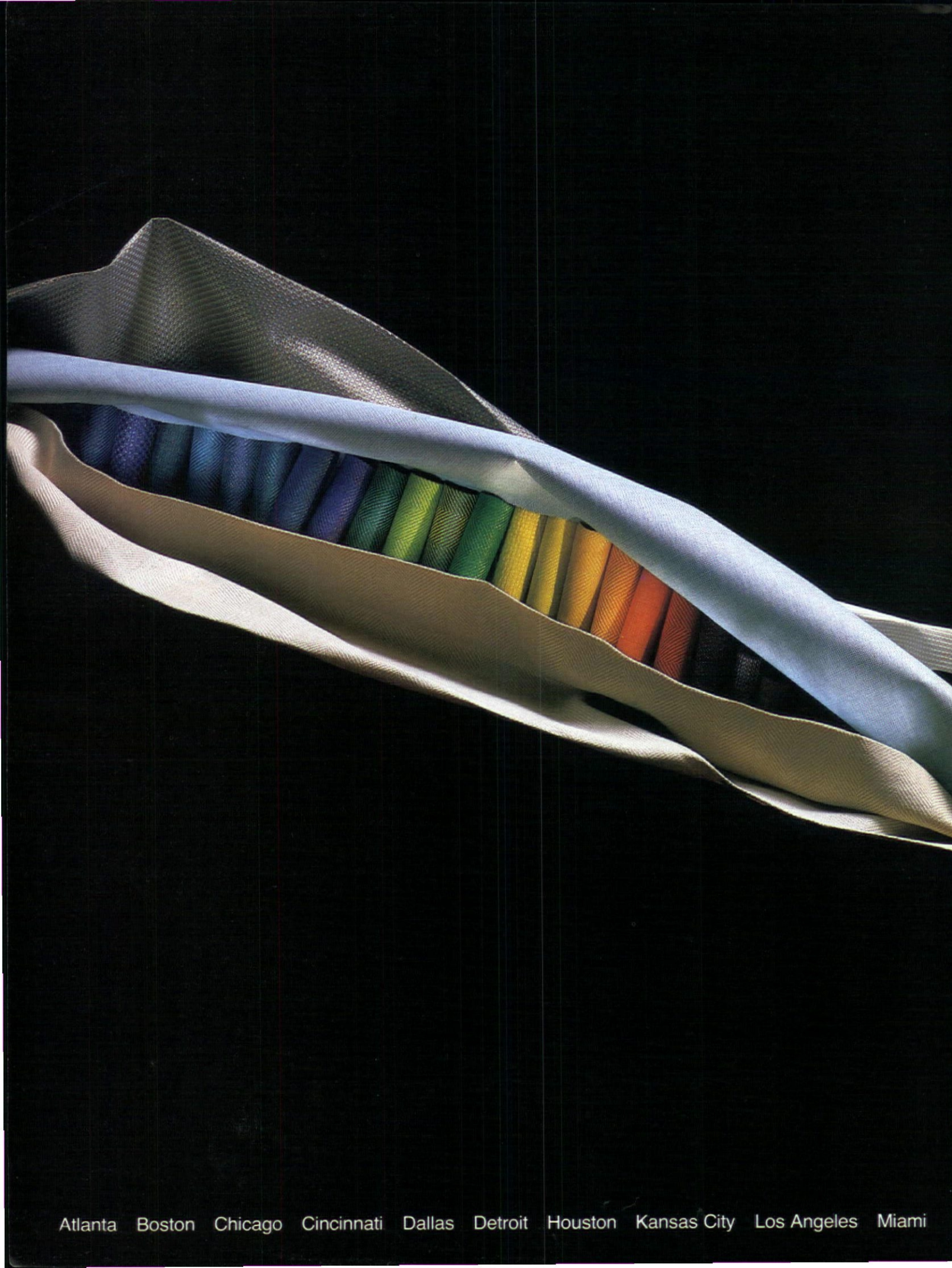

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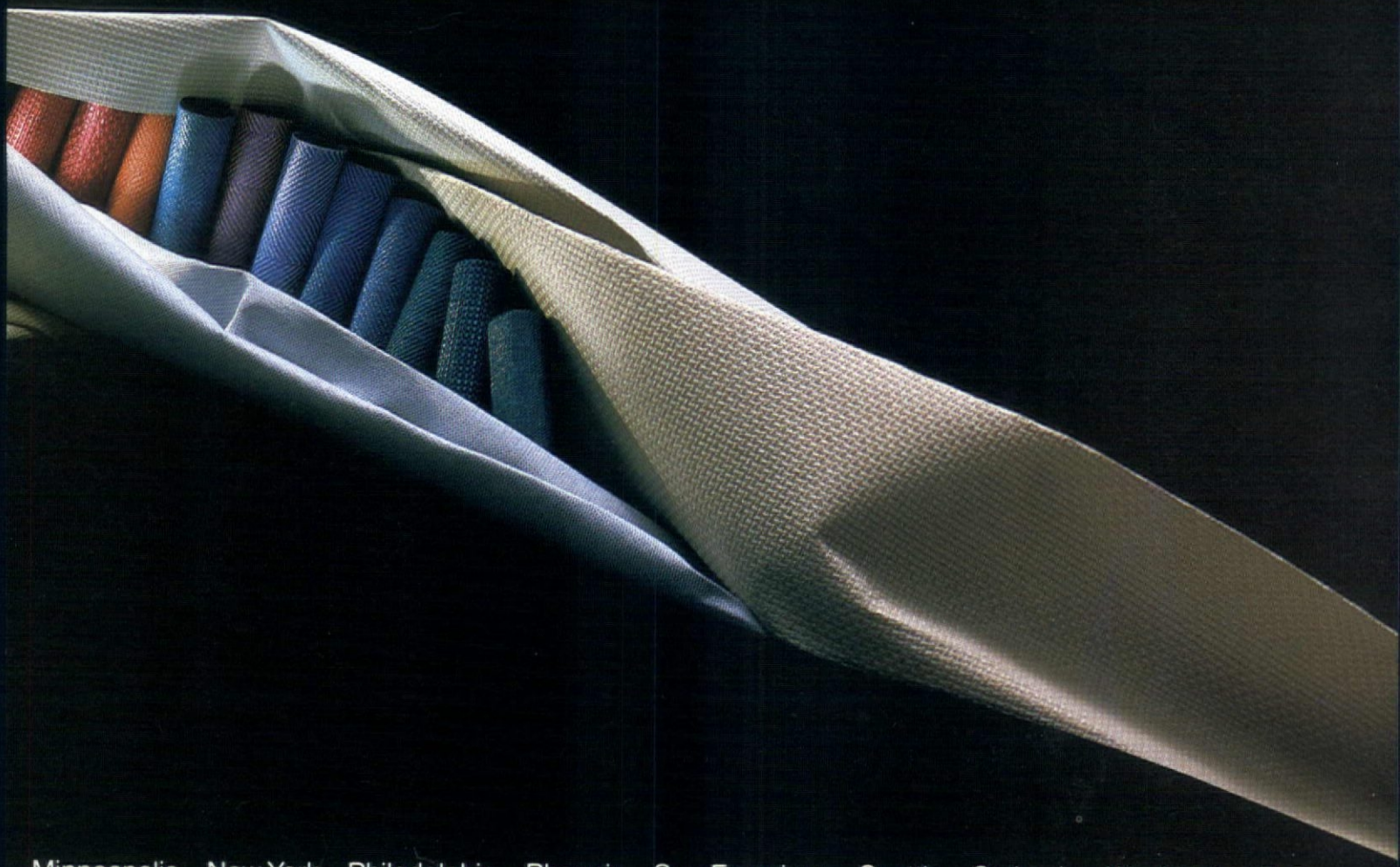

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CONTRACT

NEWS

Design stressed as IH/M&R show topic; exhibit total up, attendance projected to reach 50,000

New York—Latest reports from conference management indicate that this year's International Hotel/Motel & Restaurant (IH/M&R) show, scheduled November 11-14 at the New York Coliseum, will host more attendees and exhibitors than ever before. Currently, the number of attendees is expected to reach 50,000, while 86 percent of available exhibit space has already been sold.

A large percentage of this year's exhibitor total will be manufacturers of contract furnishings, according to reports. In addition, show planners have placed more emphasis on the role of design in a successful hotel business, and plan a variety of seminars devoted to that topic.

Woman to chair

Other milestones achieved by organizing associations in planning for this year's conference include the election of Elaine Grossinger Etess as the show's first woman chairperson. Etess is co-owner and executive vice president of Grossingers, the New York State resort which bears her family name. She replaces former chairman J. Philip Hughes, who resigned upon promotion to general manager of The Breakers, Palm Beach.

Attendees of this year's conference will be able to avail themselves of more than 50 educational exhibits planned by conference management, as well as 21 seminar programs which are currently on the agenda. Kicking off these sessions will be a keynote address by Art Buchwald, Pulitzer Prize-winning newspaper columnist, political satirist, and author.

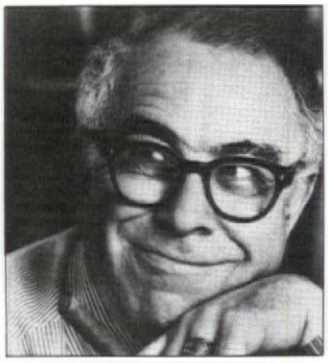
Elaine Grossinger Etess is the first woman to chair an IH/M&R show. She replaces J. Philip Hughes.

Among featured seminars will be "How to Operate In the U.S.," during which key international hoteliers will address attendees on their aggressive growth in the U.S. market. On the panel will be Paul C. Sheeline, chairman and president, InterContinental Hotels Corp.; Isadore Sharp, president, Four Seasons Hotels Ltd.; Rocco Forte, deputy board chairman, Trusthouse Forte Limited; and Robert H. Burns, president, Regent International Hotels.

Emphasis on design

The role of interior design in successful hotel operations will be a key point of discussion at this year's show. Seminars addressing this theme include "Nuts & Bolts of Interior Design for the Small Property," chaired by Olivia Neece, Olivia Neece Planning & Design; "How a Designer Creates the Right Environment at the Right Price," led by Carol Tobin, Tobin Design; and "What are Useful Amenities (from the hotel's perspective)," with Larry K. Walker, The Sheraton Corp.; James Nelms, Quality Inns; and Drew G. Anthon, Inn Management Services. Another useful seminar on design will be led by Mike Hurst, director, National Restaurant Association, and proprietor, 15th Street Fisheries and Boathouse restaurant, Ft. Lauderdale. He

(Continued on p. 21)



Art Buchwald, Pulitzer Prize-winning newspaper columnist, author, and political satirist, will keynote this year's IH/M&R show, scheduled November 11-14, New York Coliseum.

IH/M&R SHOW LIST OF CONTRACT EXHIBITORS

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American of Martinsville	2449
Ametex Contract Fabrics	4410
Beauti-Glide/Lear Siegler Inc.	2011
Centrac Industries Ltd.	2040
Congoleum Corp., Kinder Div.	2236
Continental Creative Sales Inc.	4718, 4720
David and Dash	4000
DecoGard Prods., Div. of Construction Specialties	4806
Deena Products Company	2402
Du Pont Company, CORIAN Div.	4217, 4219
Durkan	2723
EBCO Contract Furniture	4502, 4504, 4506, 4508
Empire State Chair Co. Inc.	2221
Fantastic Graphics Inc.	2748
Gasser Chair Co. Inc.	2121
General Mica Corporation	4103
Glaro Inc.	4526
Gordon International	3101, 3105
Grosfillex Inc.	4713, 4715, 4717, 4719
Hammer of California	4802, 4804, 4901, 4903
Harbour House Furniture	2007
The Hoover Co., Commercial Products Div.	1336
Howe Furniture Corp.	2230
Hunt Country Furniture Inc.	2114
Interface Flooring Systems	2604
Island Furniture of Sarasota	4014
Kaleidoscope Limited Inc.	4142
L & B Products Corp.	2629
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Lazarus Contract	4114
Lewittes Furniture Enterprises	2024
Liberty Woodcrafts Inc.	3413
Lightworks	4820
MTS Seating, Div. of Michigan Tube Swagers	2209
Magna Products	3301
Maytex Mills	2016
Milliken & Company	4414, 4416, 4418, 4420
Mohasco Corp., Mohawk Carpet	4618, 4620
Navan Carpets Inc.	4731
New Hermes Incorporated	2214
Owens-Corning Fiberglas	4316, 4318
Philadelphia Carpets, Div. of Shaw Industries Inc.	4626, 4628, 4725, 4727
Plymold Booths/Div. of Foldcraft Co.	1525, 1529
Sears Contract Sales	4701, 4702, 4703, 4704
Shelby Williams Industries Inc.	2636, 2737
Ship 'N Out	3400, 3402
Sico Incorporated	2025
Simmons U.S.A.	2608
Stanley Furniture Co.	4708, 4710
Statesville-Ross Mfg.	4624
J.P. Stevens & Co. Inc.	2423
The Stiffel Company	4706
The Swan Corporation	4303
Thomasville Furniture Ind.	4324, 4326, 4328
Timber-Line Inc.	4524, 4623
Tradewinds Outdoor Furniture	4613, 4615, 4617
Virco Mfg. Corporation	4801, 4803
W W Graphics Inc.	4937, 4939

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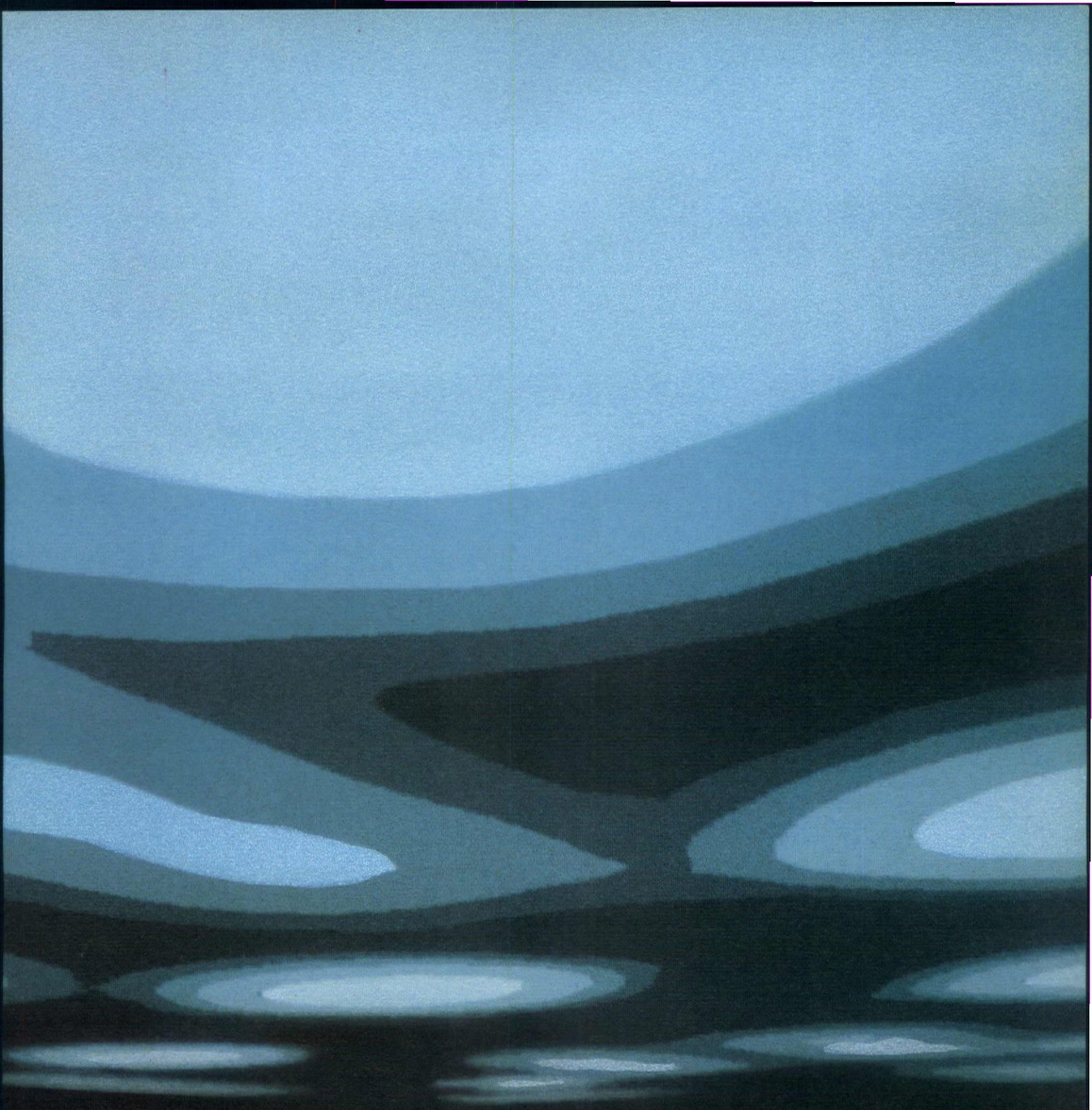

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Using a form supplied by Steelcase, you simply supply information regarding the space being planned and the types and placement of lights in your design, whether direct, indirect or furniture-integrated.

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Our sophisticated computer imaging can show you both absolute and relative light levels. You can even order a full-color perspective view of your design with the lights in place.

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IH/M&R Show

(Continued from p. 17)

will discuss how to generate excitement in a foodservice establishment from esthetic and functional perspectives.

Of particular value to conference attendees will be a seminar on the "Importance, Uses, and Development of Localized Lodging Industry Data and Trends." Led by Purdue University's Dr. Joseph Cioch, CHA, and Dr. Lee Kreul, CHA, it will explain how communities can develop a systematic approach to collecting data that aids in the building, marketing, and operating of lodging establishments.

Name Gold Key winners

Festivities planned for the 1984 IH/M&R show are multifold and include a wide range of activities. Ongoing culinary presentations on the Coliseum's fourth floor will stimulate the attention and tastebuds of attendees, as will food sculptures displayed in the Salon of Culinary Art by the Societe Culinaire Philanthropique.

Also of note will be the announcement of winners of the coveted Gold Key Awards honoring excellence in hospitality design. Judges will make a selection from 15 finalists which were announced recently by the American Hotel & Motel Association (AH&MA).

AH&MA milestone

Enhancing show activities will be the 75th anniversary celebration of the AH&MA, which holds its mid-year convention during the show. AH&MA is one of three associations sponsoring the annual event; the others are the New York State Hotel & Motel Association and the Hotel Association of New York.

For more information on exhibits, seminars, and registration write or call show management immediately, as demand for programs and exhibit space is at a premium. Contact Howard Hamm, general manager, George Little Management Inc., 2 Park Ave., NY, NY 10016; 212/686-6070.

13 seminars plus 18 exhibitors scheduled for CAD conference

New York—Attendees of CONTRACT/*Facilities Design & Management* magazines' third annual Computer-Aided Space Design and Management Conference will benefit from 13 seminars and 18 exhibits devoted exclusively to computer-aided design tools. The conference is scheduled for November 12-13, at the Omni Park Central here.

This year's conference is designed to maximize opportunities for attendees to view as much product as possible while participating in a wide range of presentations. Exhibit hours are scheduled for 4 p.m. to 6 p.m., Monday, November 12, and 10:15 a.m. to 1:15 p.m., Tuesday, November 13. Seminar programs will not be in session at these times.

Conference grows

Both exhibitor and seminar totals are up from last year, partially due to the quality advisory board which helped shape the conference. Members of the board include John R. Adams, Facility Management Institute, Ann Arbor, Mich.; E. Crawley Cooper, Jung Brannen Assoc., Boston; Les J. Cranmer, Interspace, Philadelphia; Paul J. Druckman, CAD/CAM Technologies, Rutherford, N.J.; and H. Lee Hales, management consultant, Houston. Other members are Peter S. Kimmel, General Services Administration, Washington; Anthony Mirante, Gensler & Assoc., San Francisco; Gary H. Silver, Hellmuth Obata & Kassabaum; and Ross L. Trenholm, Resource Dynamics Inc.

This year's exhibitors are Auto-Trol Technology, Calcomp, Computervision Corp., Design Futures Inc., Digital Control Systems, Formative Technologies, Innocrete Systems, Insite, and Intergraph. Micro-Installations Inc., McDonnell Douglass Automation, NPS Automation Serv-

(Continued on p. 25)

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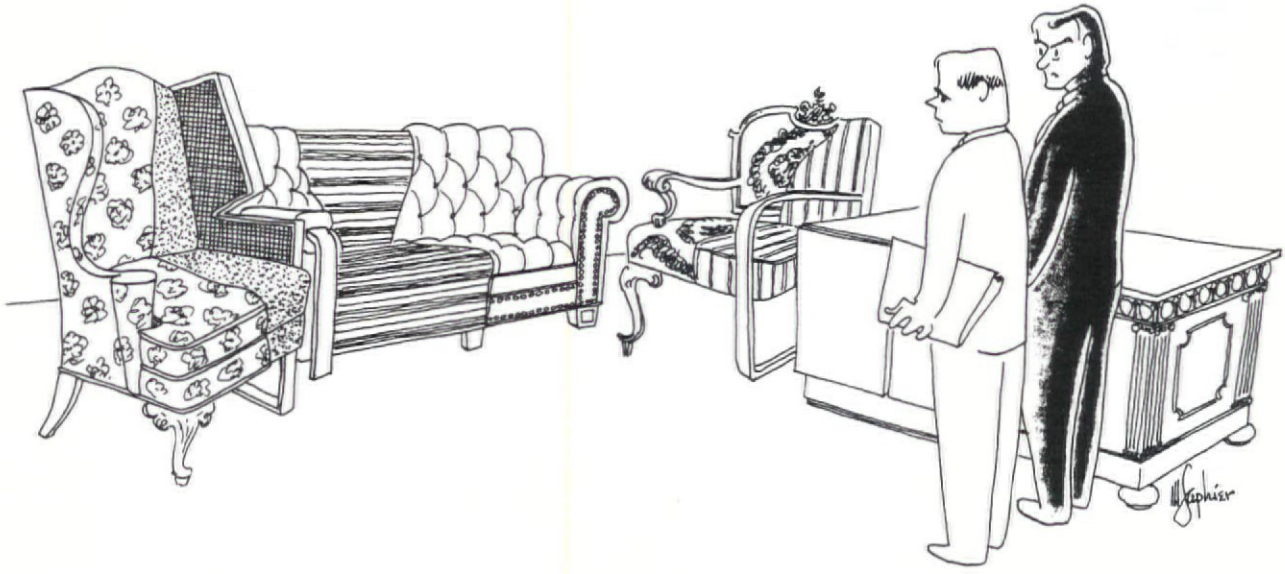
FOR CONTRACT MAGAZINE



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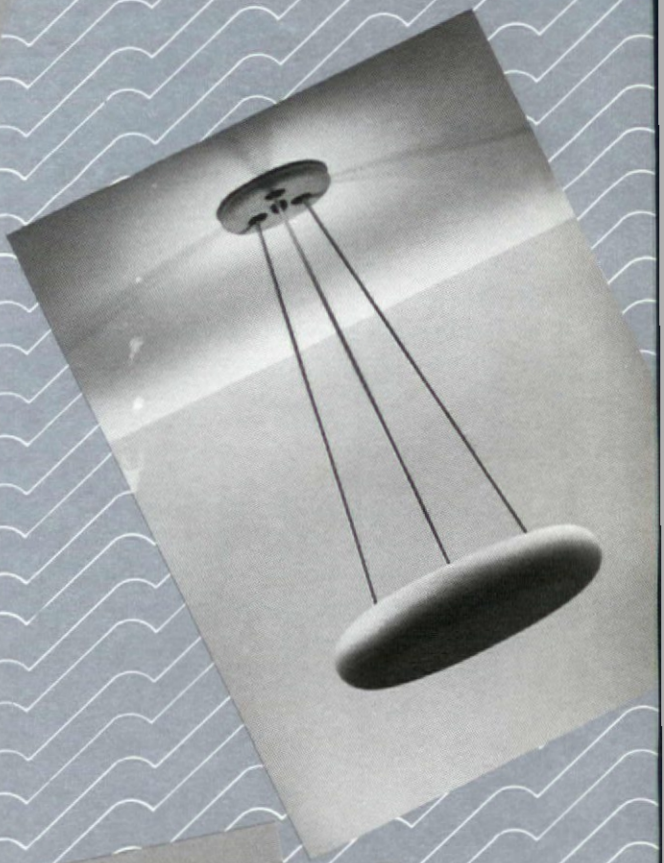

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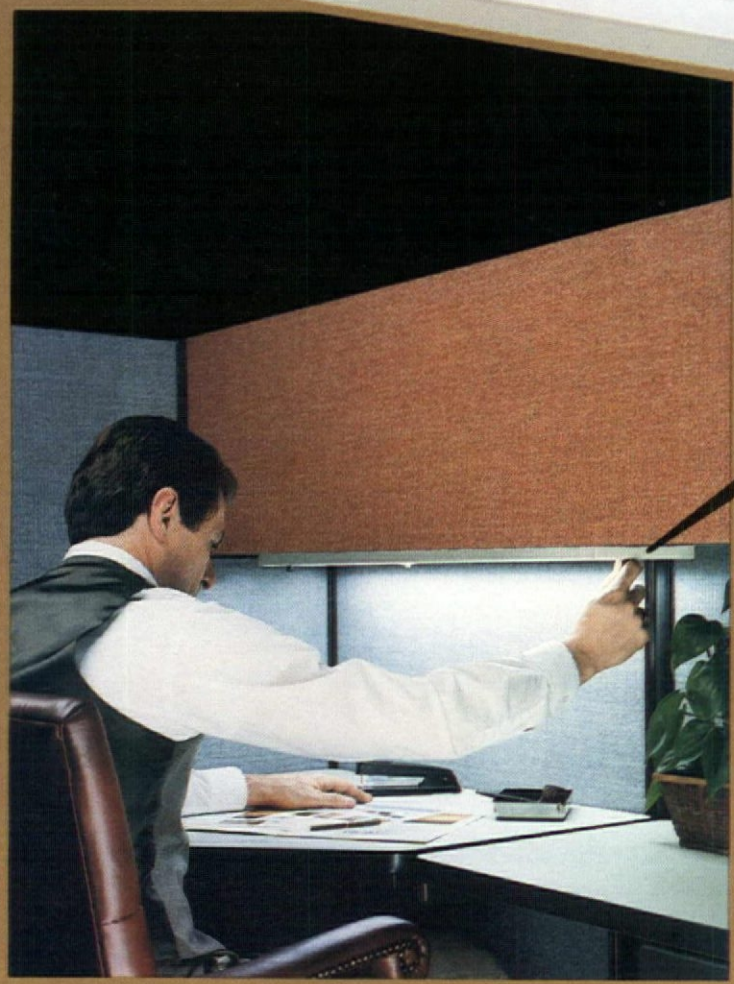

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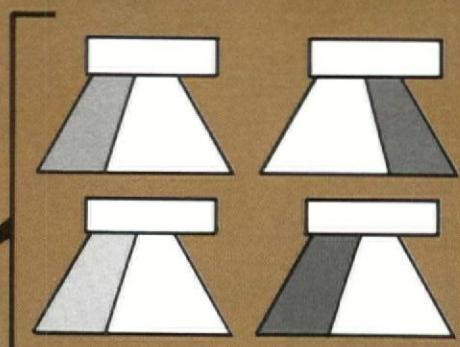

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CAD Conference

(Continued from p. 21)

ices, Resource Dynamics, Sigma Design, Steelcase, The Ryan Group, TRICAD, and Informations Displays Inc. complete the list.

This year's seminar program is as follows:

Monday, November 12

9 to 10:15 a.m.

"How to Evaluate Your Need for a Computer System." Paul Druckman, CAD/CAM Technologies; Anthony Mirante, Gensler and Assoc.; Ross Trenholm, Resource Dynamics.

"How to Protect the System." David Wolfberg, AIA, Wolfberg, Alverez, Taracido, Miami.

10:30 to 11:45 a.m.

"Survey of Personal Micro Computers for Facilities Management & Design." H. Lee Hales, management consultant.

"How to Use a Service Bureau." Patrick Brown, Interactive Graphics Services, Indianapolis.

1:15 to 2:30 p.m.

"Survey of Turnkey CADD Systems." George Hemming, Eastman Kodak, Rochester, N.Y.; Dan Raker, Design & Systems Research, Cambridge, Mass.; Jack Robinson, Intergraph, Huntsville, Ala.

"How to Work with a Consultant." Paul Druckman; H. Lee Hales.

2:45 to 4 p.m.

"End-Users Roundtable: Facility Managers." Basil Calamanis, Facilities Management Consultants, Scarsdale, N.Y.; Jean Hardginski, The Pillsbury Co., Minneapolis; Peter S. Kimmel, General Services Administration; John Morganti, GCA Corp., Bedford, Mass.

"End-Users Roundtable: Architects/Designers." Les J. Cranmer, Interspace Inc.; Gary H. Silver, Hellmuth Obata & Kassabaum.

Tuesday, November 13

9 to 10:15 a.m.

"How to Manage a Project With the Computer." Rose M. Erickson, Basicomp Corp., Mesa, Ariz.; Morton Glatstein, Interior Facilities Associates, New York.

"Computerized Real Estate Asset Management." Kreon Cyros, Massachusetts Institute of Technology, Cambridge; Simon Volinsky, CBS Inc., New York.

1:15 to 2:45 p.m.

"Getting a System Up & Running: Pitfalls to Avoid." Stephen Binder, Citibank, New York; Ched Reeder, Computer-Aided Space Design Group, Santa Monica; Ronald T. Ryan, The Ryan Group, Red Bank, N.J.

"How to Negotiate a Computer System/Software Contract." Richard Raysman, Brown Raysman & Millstein, New York.

2:45 to 4 p.m.

Bonus Session: "How to Use Computers to Monitor Building Maintenance, Energy, & Security Systems." James LeMan, MCC Powers, Northbrook, Ill.; Richard T. Buessing, Simplex Time Recorder Co., Gardner, Mass.

Readers who have not registered for the conference or would like to exhibit at the event can contact Barbara Dales, Gralla Conferences, 1515 Broadway, New York, NY 10036; 800/223-6767. New York State registrants are requested to call collect at 212/869-1300.

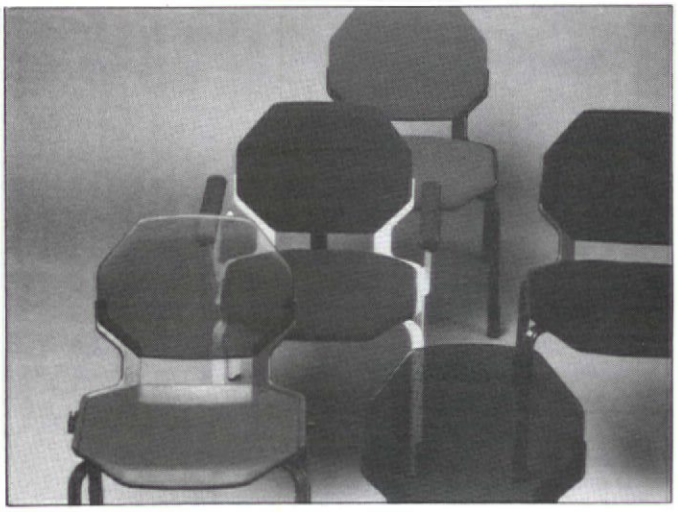
ASID, Peace Corps join hands in artisan initiative

Boston—At its recent 1984 national conference, the American Society of Interior Designers (ASID) launched a new program designed to help Caribbean Basin artisans and crafts groups develop new products for the American market. The program is a joint effort of ASID and the Peace Corps.

Currently, programs which will prepare interior design specialists to work with private and government organizations in the Dominican Republic are under way. In 1985, directives will also be set for Jamaica.

Under ASID auspices, volunteers will have the backing of 1,200 ASID Industry Foundation members. In response to this program, ASID was presented with a White House Commendation by John H. Fitch, Jr., associate director, White House Office of Private Sector Initiatives.

Other achievements of the conference included the selection of ten new products as recipients of ASID International Design Awards. Award-winning firms were Fixtures Furniture for "Rio" multi-use chair by Hartmut Engel; Stendig for "Andover" armchair by Davis Allen; Ametex for "Sphinx" fabric: World Pictures for "Design Coat Hanger" by Roald Steen Hansen; and Brown Jordan for "Elan" outdoor furniture. Other winners were E & E Designs for "Coffee Table" by Eva Reichl; Ben Rose for "Concerto" fabric; Lightron of Cornwall for "Mary" fixture series; and Ozaki Kuzufu Kogei Co./Conrad Imports for "Samarai" fabric. Walker/Group was awarded for its coordinated design collection featuring fabrics by Scalmandre, laminates by Nevamar, and carpets by Karastan.



Winner of an ASID Int'l Design award is "Rio" by Fixtures Furniture.

Five firms were also chosen to receive ASID awards for outstanding catalogs. They are Smith Metal Arts, Top Grade, Modern Mode, Lighting Services, and Wilsonart.

Projects honored

Seven interior design projects were also recognized at the 1984 show. Phyllis Martin Vegue, ASID, of Marquis Assoc., San Francisco, won first place in the historic renovation category for Highlands Inn, Carmel, Calif. First prize in the adaptive-use category went to Leo Lauterbach, Lorenz & Williams ASID, Dayton, Oh., for that city's Old Post Office (see August CONTRACT, p. 112); while Deborah Allen, ASID Assoc., CW Fentress Assoc., Denver, won second prize in that category for Museum of Western Art, Denver.

In the contract category, Donald Eliason, ASID, of Duffy Inc., New York, tied with James Butkiewicz, ASID, Cuyahoga Co., Cleveland, for their designs of Continental Corp., New York, and Roach Reid, Co., Solon, Oh., respectively. An honorable mention was presented to Michael Brosche, ASID Assoc.; Lighthouse Point, Fla., for Apostrophe Boutique, Bar Harbour; while Elissa Winzelberg, ASID Assoc., Beyer Blinder Belle, N.Y., was awarded for renovating Alwyn Co., New York.

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Even the best product is no use if you can't afford it. Action Office is still competitively priced. You get prompt shipment through Herman Miller's Rapid Response and Response Plus.® And our dealer network provides a variety of services.

Action Office is designed for companies that want to perform better. For information about how you can get into the act, call 1/800-851-1196. Or in Michigan call 1/616-772-3442.

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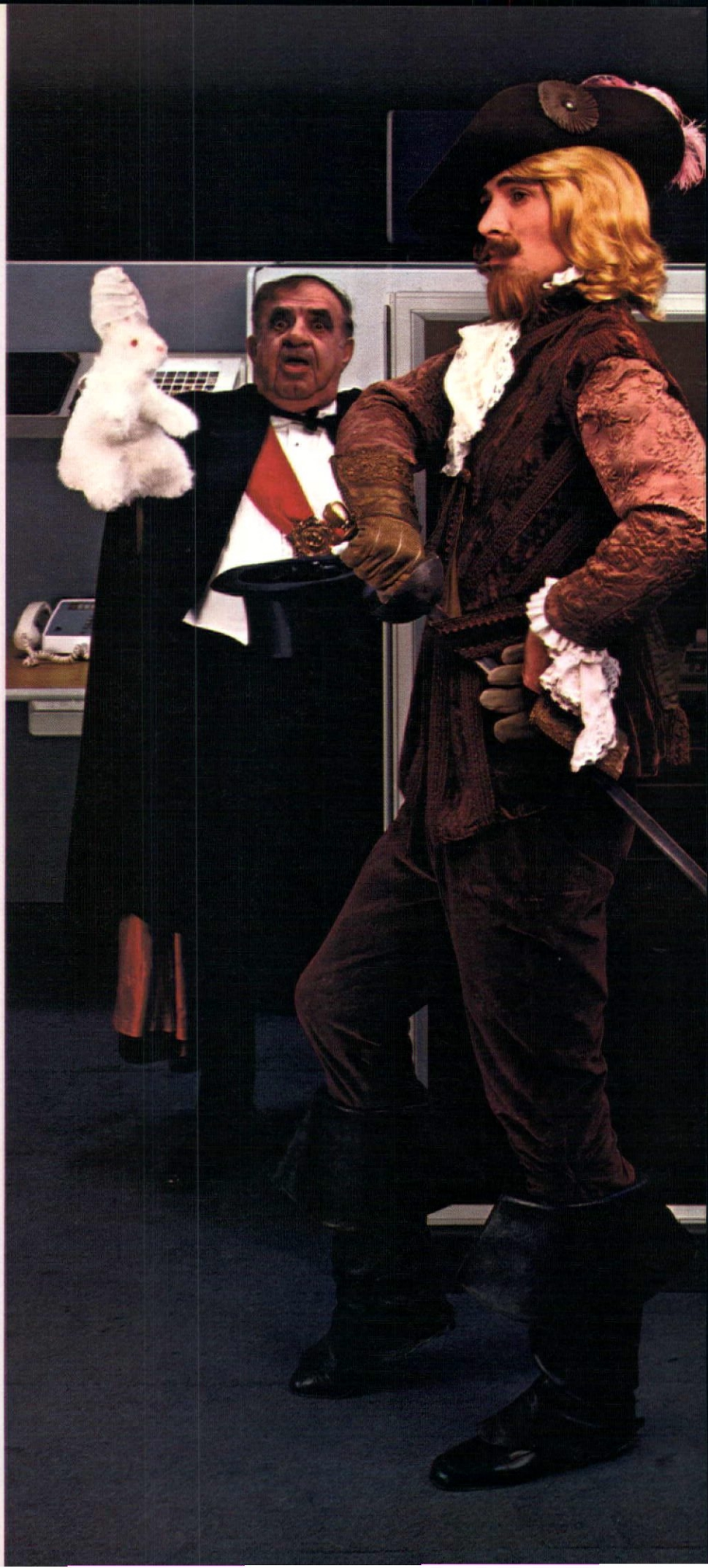

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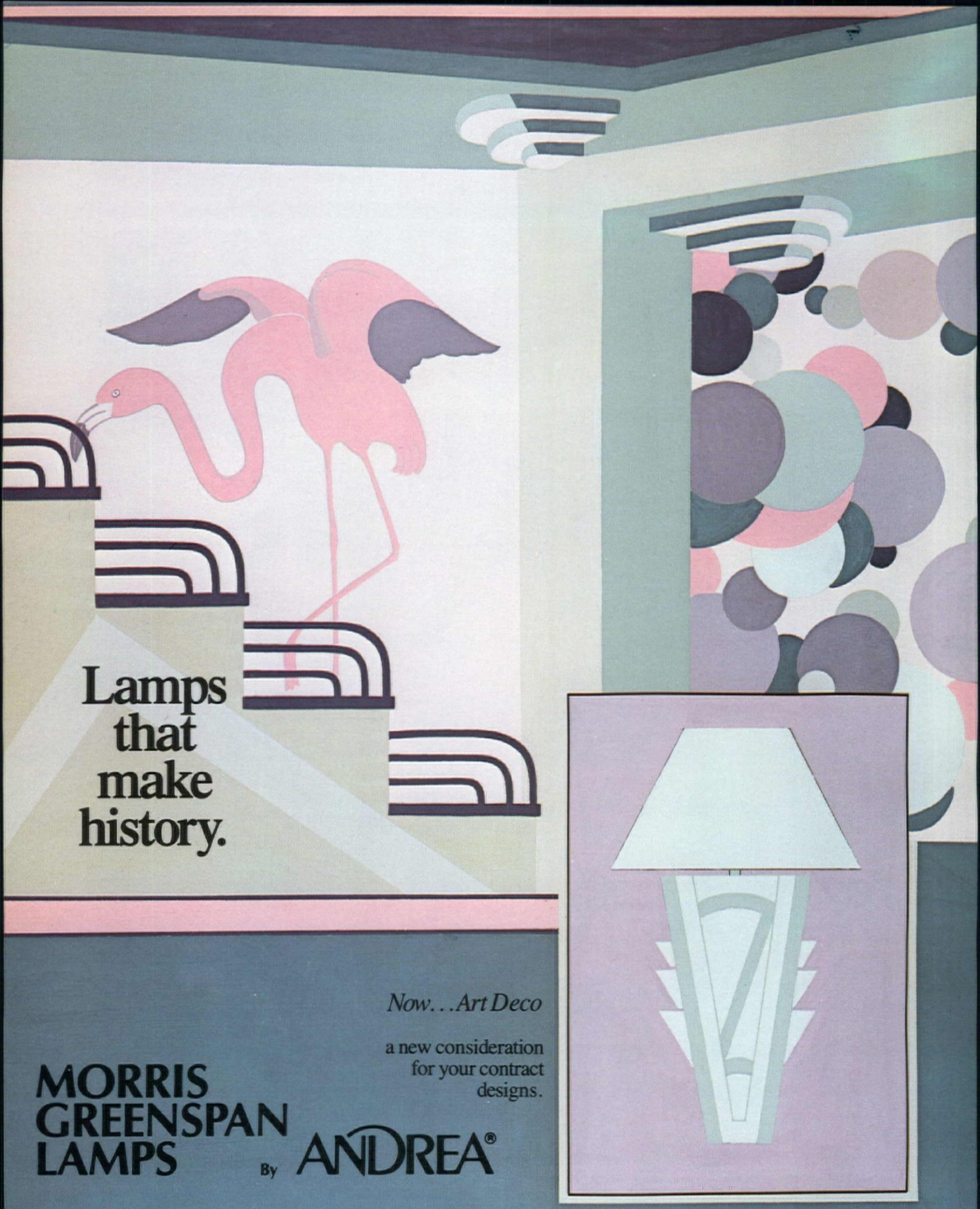
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Herman Miller announces introduction of new furniture leasing program

New York—In a joint venture with United States Leasing, Herman Miller Inc. has introduced a comprehensive, national leasing program for users of open office systems.

The Herman Miller Leasing Program, as it is called, is available through the furniture manufacturer's national network of independent dealers, and gives businesses greater options in facilities management and financing by making systems furniture available through lease financing. It also functions as a facilities management tool in that it offers acquisition, add-on, exchange, and end-of-term ownership or disposition.

Direct leasing is currently a $60 billion industry with a 15 percent annual growth rate, and open office systems furniture constitutes 40 percent of all office furnishings, according to a Herman Miller spokesman who explained why the firm undertook the program.

"Our customers were asking for ways to finance systems furnishings without depleting working capital or drawing down credit lines," says Dave Armstrong, vice president, marketing, Herman Miller. "Leasing offers the avenue."

Some of the program's features include typical terms of 60 months, 100 percent financing with no down payment, investment tax credits, and end-of-term options including renewal, purchase, or return of product.

Among the firm's available systems are Action Office, Action Factory, Action Environment medical systems, and the new Equa line of ergonomic seating.

New assignments: Architect designs 5 stores for retail chain

Schafer Associates, an Oak Brook, Ill. architectural firm specializing in department store design, has been assigned the creation of five stores for **Parisian,** a major independent retail chain, Ala. The new stores will add nearly 500,000 sq. ft. of space to Parisian's operations . . . **Gruen Associates Interiors,** a new division of **Gruen Associates,** has been selected as interior designer for the headquarters building of **GTE Communications Systems,** Tech Park, Reston, Va. . . . **InterDesign Corporation** will provide interior design and space planning services for the Austin branch office of investment services firm **Dean Witter Reynolds** . . . **Fox & Fowle Architects** has taken on its third major project for **Mobil Oil Corp.** at Mobil's Technical Center, N.J. The project, an expansion of existing facilities at the center, is scheduled for a Fall 1985 completion . . . **Pacific Real Estate Projects,** a subsidiary of **Pacific Lighting Corp.,** Los Angeles, has retained **Welton Becket Associates** to perform master plan and conceptual planning studies on a seven-acre, downtown Los Angeles site . . . **Jain Malkin Inc.,** La Jolla, Calif., has been awarded an interior design contract for a 99-bed, skilled nursing facility to be built at **Community Hospital,** Chula Vista, Calif. The $4 million facility is scheduled for groundbreaking in early 1985 . . . **Spectrum Interior Design & Space Planning,** West Palm Beach, Fla., will design a 3,150-sq.-ft. branch of the **Royal Palm Savings & Loan Assn.,** Boynton Beach, Fla. . . . **Interspace Inc.** has completed design services for **Dun & Bradstreet Corp.'s** 57,000-sq.-ft. Central Data Collection Facility, Fogelsville, Pa. . . . **Rochester & Pittsburgh Coal Company** has awarded a construction contract to **Massaro Corp.** for renovation and expansion of the firm's corporate headquarters, Indiana, Pa. . . . **I S D Incorporated** has been retained to provide planning and interior design services for **Nalco Chemical Company's** new administrative complex. Nalco plans to build the 420,000-sq.-ft. facility adjacent to its technical center, Naperville, Ill. I S D has also been chosen by **Brunschwig & Fils** to provide interior design services for the expansion of its New York showroom . . . **Dorothy Draper & Co. Inc.,** New York, has been selected to provide interior design services in the restoration of the **Equinox House,** an historical landmark, Manchester, Vt. Work has begun on the project, and completion is scheduled for May, 1985.

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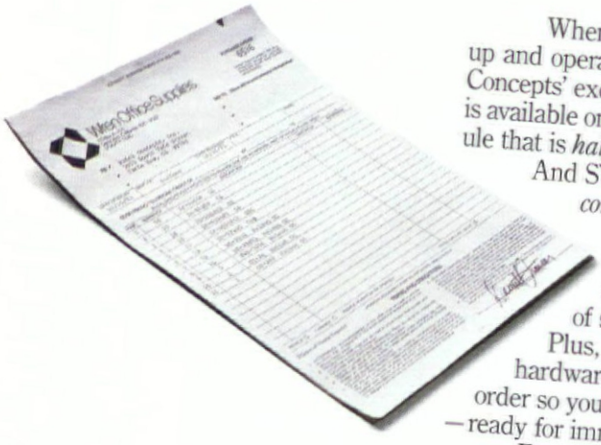

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Competitions: Marquis Assoc. wins Du Pont's grand prize

• **Lamberto Moris** and **Phyllis Martin-Vegue,** both of Marquis Assoc., San Francisco, have won the grand prize of a 10-day, all-expenses paid, Grand Italian tour for two in the **1984 Du Pont "Antron" Design Award Competition.** The winning entry, Cecil H. Green Library, Stanford University, was created with "Stratford Court," a carpet of Antron III nylon from Bentley Carpet Mills.

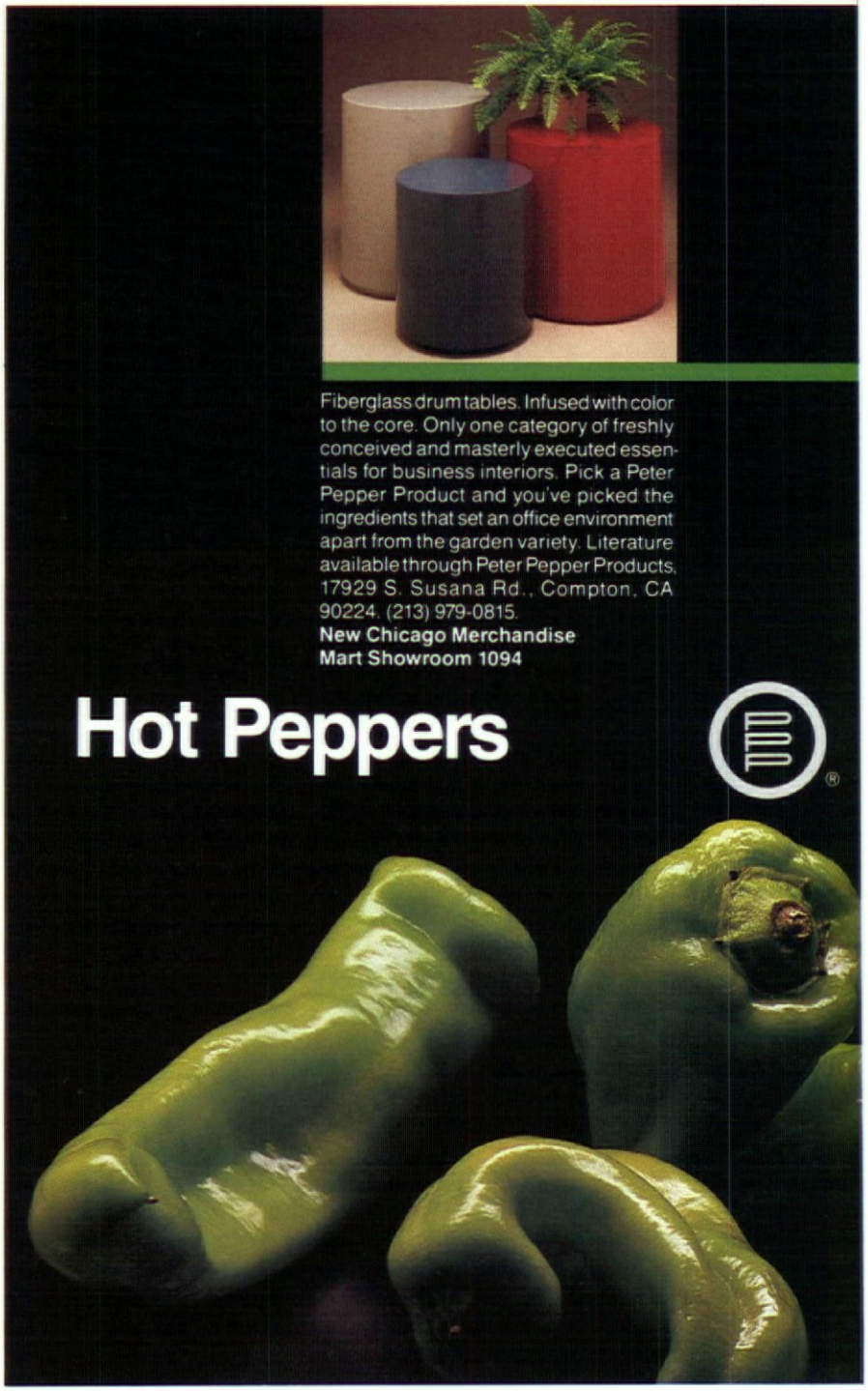
• **Top Grade Inc.** has been honored by the **American Society of Interior Designers (ASID)** with an award for the catalog of its Conspec Series, a 1984 collection of woven Wiltons.

• **Click Systems Inc.** is sponsoring a design competition for students of Parsons School of Design. Projects must incorporate the firm's miniature structural extrusions. First prize is $2,000. For more information, contact Edith Siroto at 212/427-9949.

• Sixteen-year-old **Andrea Casassola,** Hillcrest High School, Queens, N.Y., received a $2,000 first prize in the second annual **Hudson-Shatz Mural Design Contest.** Her winning design features a Broadway tap dancer dancing across the top of the Brooklyn Bridge.

Andrea Casassola, Hillcrest High School, Queens, N.Y. received first prize in the Hudson-Shatz Mural Design Contest for her design of a tap dancer on the Brooklyn Bridge. The design was reproduced on a building wall at Houston and Sullivan Streets, New York City.

• First prizes were awarded in professional and student divisions of the **"Reaching For New Laurels" Product Application Competition** sponsored by the **Institute of Business Designers, Kentucky Area/Ohio Regional Chapter.** Professional winners include: **Frances Weigle, Don Farmer,** and **Mark Hawkins,** all of Interior Directions, Louisville, Ken., Kentucky Wood Floors/hardwood flooring category; **Ronald J. Bushman** and **Dave Ellies,** both of Industrial Design, Columbus, Ohio, Nevamar/plastic laminate category; **Design Collective Inc.,** Columbus, Ohio, S.R. Wood/wallcovering category. Student division winners include: **Magan Markwood,** Miami University, Armstrong/ceiling systems category; **Martha Ann Bastin-Naylor,** University of Kentucky, National Products/tambour wood and mirror products category; **Kelli L. Milligan,** Interior Design Institute, S.R. Wood/wallcovering category.



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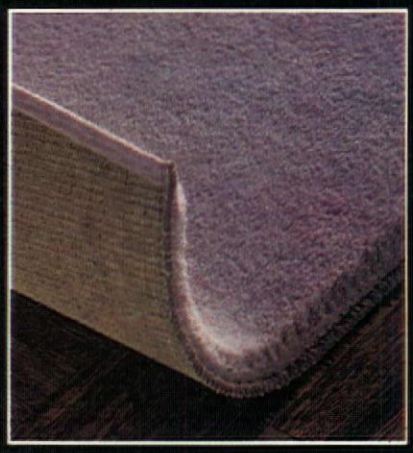

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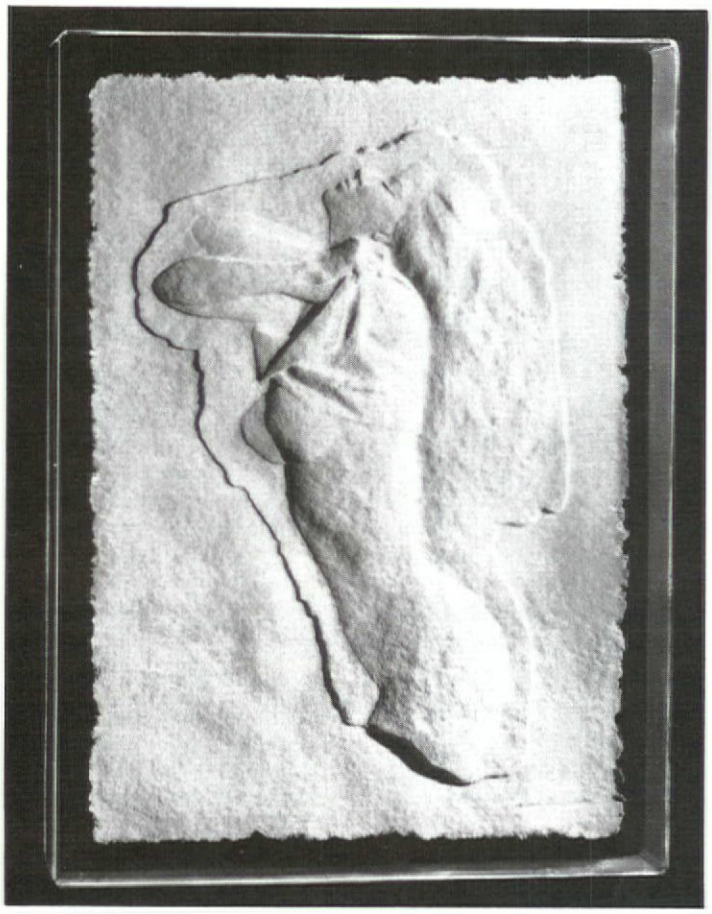
Expansions: GF modernizes plant, plans expansion

Approximately one year after it began, an expansive, $8.5 million plant modernization project at **GF Furniture Systems,** Youngstown, Oh., is nearly complete. The thrust of the modernization is state-of-the-art machinery and systems; an automated guided vehicle system for materials handling, a computerized painting system, and new metal punch and turret presses are included. The firm also plans to expand its manufacturing capacity for its new wood office furniture business, the OSI product line, by purchasing an existing facility, Watsontown, Pa. . . . Due to expanding product lines and customer markets, **Home & Castle Inc.,** manufacturer of architectural window shading systems, has moved its operations to a 31,000-sq.-ft. facility, North Hollywood, Calif. The new building encompasses more than triple the space of the firm's previous Canoga Park, Calif. plant . . . **Novikoff** is expanding into the national market with its groundbreaking of a 50,000-sq.-ft. seating plant, Fort Worth, Tex. . . . **Philadelphia Carpets,** the largest division of **Shaw Industries,** opened a new distribution center, Mansfield, Mass. The 35,000-sq.-ft. facility houses 375,000 yds. of carpet . . . **Conwed Corporation** plans to expand its High Point, N.C. plant capacity by 50 percent. The factory manufactures the company's line of wood office systems and casegoods . . . **Curvcraft,** manufacturer of office chairs, has moved its production facility from Vineland, N.J. to a new and larger plant, Dunn, N.C. The 81,000-sq.-ft. facility enables the company to broaden its line of office chairs as well as step up shipment on all orders . . . **Paul Singer Floor Coverings** has opened new corporate headquarters and contract sales offices, Sherman Oaks, Calif., to allow for expansion of staff, contract marketing functions, and central services for branch locations . . . **M&J Desk Company** is using automated techniques at its expanded facility, City of Industry, Calif. Due to these techniques, many product lines are now available on quick delivery.

Acquisitions: Lighting mfr. buys sixth company; expects $42 million revenue

Jac Jacobsen Industries (JJI), producer of functional lighting fixtures, has acquired a sixth lighting company, **LAM Inc.,** Wakefield, Mass. With the addition of LAM to its group of subsidiaries, JJI projects an annual revenue of $42 million . . . **Carousel Carpet Mills,** Ukiah, Calif., has purchased the looms and equipment used in the manufacture of **Sallee** carpets. All of the equipment will be moved to Carousel's Ukiah mill . . . **Brayton International** and **Casala,** West Germany, have concluded a licensing and co-op agreement whereby Brayton will manufacture Casala designs for the United States, Canadian, and Middle Eastern markets . . . **Beauti-Vue Products,** Bristol, Wisc., manufacturer and distributor of decorative wholesale window products, is fabricating **Hunter Douglas** "Sunflex" custom mini-blinds.

CAST PAPER



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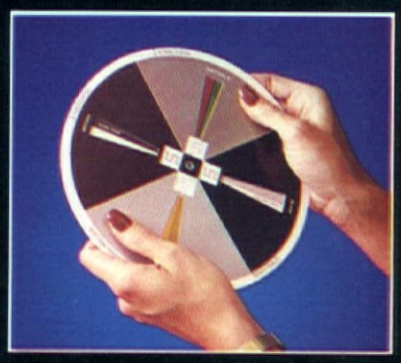

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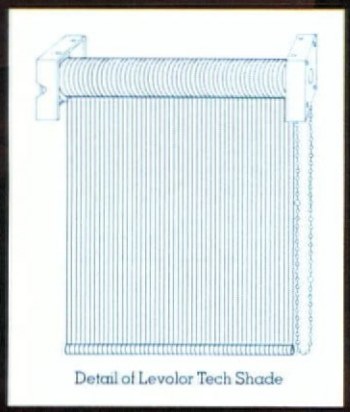

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Who reps what: Smokador recognizes O'Brien for top sales

O'Brien & Associates, manufacturer representatives serving the greater New York metropolitan area, was named 1983 representative of the year for **Smokador,** a leading manufacturer of office and building accessories . . . **Joyce Vagasy Textiles,** a division of **Amicale Fabrics,** has appointed **Susan Mills** as sales representative, Wash., Alaska, and Vancouver . . . **Levine Calvano & Associates** has been named exclusive sales representative for the greater New York metropolitan area, **Storwal International Inc.** . . . **Guth Lighting** appointed these new representatives for its line of lighting products: **Charles Dunn,** Dunn & Associates, Memphis, Tenn.; **Hackman-Roof Associates,** Cincinnati and Dayton, Ohio; **Jeffrey Shields,** Pogo and Associates, Elmira, N.Y. . . . The following representatives were appointed by **Timber-Line,** an operating unit of **Rose Johnson: Commercial Design Products,** Fla., Ga., Miss., and Ala.; **Salem Associates,** southern Calif.; **Jeanne Cain,** Salem Associates, Ariz. . . . **Casa Bella** has added the following representatives to its sales force: **Pat Moore,** Moore Associates, Fla.; **Peter Funston,** Funston Associates, southern Calif. and Nev.; **Leonard B. Hecker Associates** is selling Casa Bella's high-fashion, contemporary furniture in the Decorative Arts Center, Boston . . . **Peter Pepper Products Inc.** has named **John Brion & Associates** as sales representatives for Ia., Minn., N. Dak., and S. Dak. The company will be represented in Mo., Kans., Nebr., and southern Ill. by **Dick Messerschmidt** . . . **Brandrud Furniture Inc.** has appointed **Salem Associates** as its representative in southern Calif. and Ariz. **Tom Talley** was appointed representative in Colo. and Utah . . . **Comer & Associates** represents **Sentry Electric Corp.,** a lighting products manufacturer, in north and west Tex. . . . **The Scott Group** has appointed **Robert Hunegs** and **Roger Somekawa,** both of Rob & Associates, as representatives of various rugs and carpets, Minn., N. Dak., and S. Dak.

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IBD provides input for Workspace '85

San Francisco—*IBD has entered into an agreement with National Fairs Inc., sponsor of Workspace '85, to work closely on conference program development, to assist in building the exhibitor base, and to build show attendance. Planning Workspace '85 are Charley Yourd, show director, and Carol Disrud, IBD, president, northern California Chapter, Institute of Business Designers.*

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CONTRACT

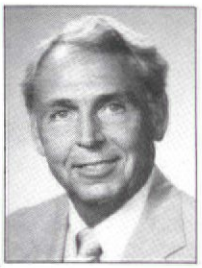
QUOTES

SHARE RESPONSIBILITY FOR PRODUCT EDUCATION

Rani Lueder
Principal
Mantech
Toronto
Ontario, Canada—

"I recently surveyed 24 professionals involved in furniture design, marketing, and use, and it was determined that furniture is often not properly designed for, or explained to, the user. The attitude of professionals should be that when more than one profession is involved in product research and distribution, responsibility for that product isn't divided. Rather, it is a shared duty that should be assumed by all professions involved. Studies of the end-user community have revealed that users do not have sufficient access to information on furnishings. Manufacturers, dealers, and the ultimate users of products should join together to support development of training programs, especially for ergonomically designed products."

'HUMANIZING' EFFORT IN PRODUCT DESIGN



Charles R. Davis
Group Product Manager, Seating
Steelcase
Grand Rapids, Mich.

"What we've found in physiological studies is that 'comfort' is amorphous. The degree of comfort changes every five- to 10-minutes depending upon the activity of the worker. Motion relieves activity and reduces fatigue. Office systems are starting to relate to this principle and others in a humanizing fashion. There is a definite tendency to poll end-users in product development. Manufacturers are increasingly involved with academic research efforts, engaged in studies of means to improve worker morale and productivity. The idea of catering to human well-being and health, the humanizing aspect of design, first developed in Europe. Now, in the States, there has been more progress in product engineering and design that answers human needs in the past four-to-five years than occurred in the entire century before. American industry is responding with its own technology. We are seeing a furtherance of constructive design and end-users will be the ultimate beneficiaries of the increasing sophistication of the marketplace."

PASSIVE ERGONOMICS GAINS IN MARKETPLACE

David Jenkins
Manager
Corp. Product Development
GF Furniture Systems
Youngstown, Oh.—

"Most ergonomic seating designed thus far has been 'active' in design. That is, it has required active adjustability on the part of the user to operate the chair. However, today, we will find more 'passive' ergonomic design, or design which involves less adjustment to conform to user requirements. Such seating is also termed 'dynamic' seating, where the chair moves with the user in a dynamic system. However, there can be limitations to both forms of ergonomic design. Passive ergonomic chairs, for example, are offered at a lower price point generally, and represent partial solutions to active, and complete, tailorability. Furthermore, different task requirements demand different solutions. The more sedentary office worker may not need to have specific adjustments such as those tailored to terminal use and operation—hence, the 'active' design would not be required."

HOW ERGONOMICS BECAME A SALES TOOL

Don Chadwick
Product Designer
Herman Miller
Zeeland, Mich.—

"Ergonomics has become an overused term, more a selling device than a comfort device. A lot of ergonomic chairs may offer several adjustments, but they are overly mechanical and certainly not comfortable. It is a mistake to make end-users subservient to a mechanical device. Ergonomic design has been developed to the degree that many chair introductions tend to look alike and act alike, but they are less humane and somewhat predictable in their esthetic appearance. Let's turn ergonomics back to the issue of comfort, rather than making it a buzz-word."

DECORATION MEANS INTERIORS COMFORT

Jhane Barnes
Designer
Jhane Barnes Studio
New York—

"The contract market is ready for more decoration in its furnishings, particularly in the form of color and pattern, because it is tired of the minimalist look. Personally, I love modern furniture, but gray and black minimalist designs are cold. I think the office needs to be friendly, less intimidating. When it comes to the clothing I design, people always tell me that they want to touch the fabric. I'd like to elicit this same response from the fabrics I design for contract interiors, fabrics which must be designed for longevity in application."

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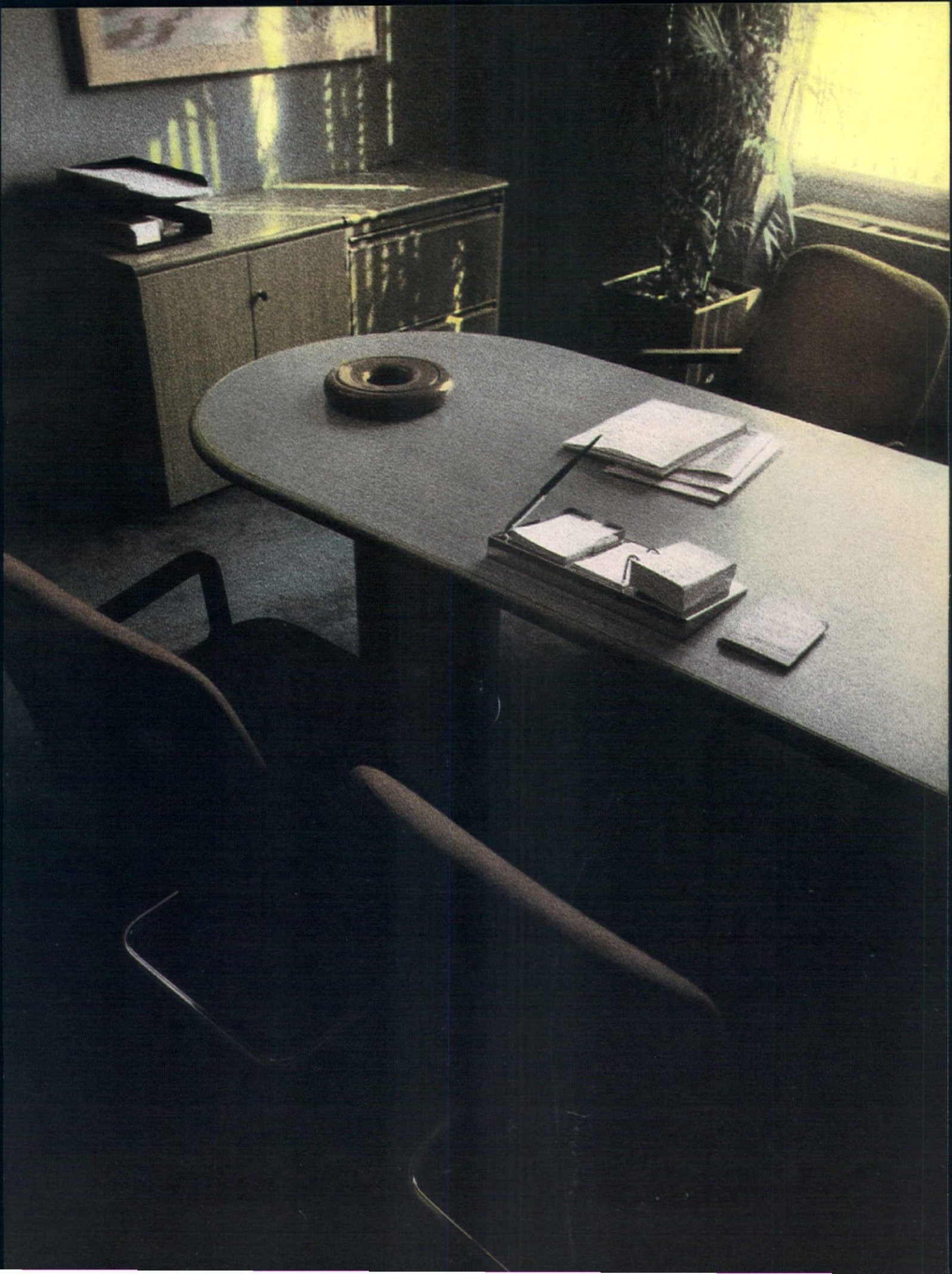

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CONTRACT
COLOR LINE

Classic colors, pastels dominate contract palette

By Katherine Forman

Few industry professionals would dispute that contract designers have access to more colors today than ever before. However, some might wonder whether designers actually exercise the option to use a wide variety of colors as freely as they might.

Fabric designer Hazel Siegel, Design Tex's foremost styling consultant, recently studied how color is specified in the market—first by surveying top contract designers on the ways in which they use color. She then checked Design Tex's sales records to see which of the firm's upholstery colors sell best.

Timeless looks key

Her conclusion: top designers use a wide range of color systems in their projects but want to create environments that are timeless, not trendy. And, in terms of actual color sales, Design Tex records identified navy, burgundy, beige, rust, teal, bottle green and gray as being among contract's 10 best-selling colors, balanced by pastel shades such as salmon, shrimp, and mauve.

Hazel Siegel runs her own design firm in Upstate New York and is a chief color and styling consultant for Design Tex, a New York fabric company.

Sales through Design Tex—a $25 million-per-year fabric firm with 14 national showrooms and 45 full-time salesmen—can be considered an accurate gauge of industry-wide sales to contract specifiers, according to Siegel. The New York-based firm stocks several hundred fabric lines, each in 25 to 30 colorways, designed for office, hospitality, healthcare, and other commercial uses.

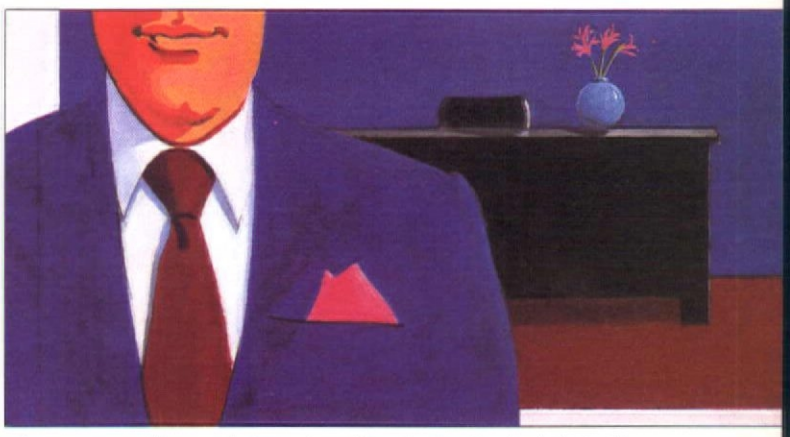
Siegel speculates that the classic and pastel colors found to be most successful probably appeal to specifiers from a psychological perspective. "Primaries and fully saturated brights, for example, are tough to use all over an open plan," she says. "A lot of red chairs in a space are usually found by office workers to be displeasing to the eye.

Pastels considered soothing

"Pastels, on the other hand, are soothing. Designers today are concerned with the psychological ramifications of their space plans and want to create environments that are visually peaceful. Thus, you find brighter colors used as accents in neutral surroundings, rather than employed as the dominant theme most of the time," she adds.

Classic navies, burgundies, and greens, comments Siegel, connote depth and richness in a space and appeal to banks and other conservative clients. Like the blue suit, these colors have lasting value. "Designers don't want their clients coming back to them in five years, saying that the space is dated," Siegel notes.

As a result, one might think that a designer's color choices are restricted by clients' conservatism. However, Siegel notes that many designers are actually given carte blanche with esthetics as long as they meet budget. "Top designers indicated that they draw from all color systems, mixing and combining them, depending on the nature of the job in question and the requirements of the specific client," she says.



Classic navy and burgundy hues give offices the timeless look desired by space planners and their corporate clients. Pastels in familiar, soothing shades provide comfortable accent tones.

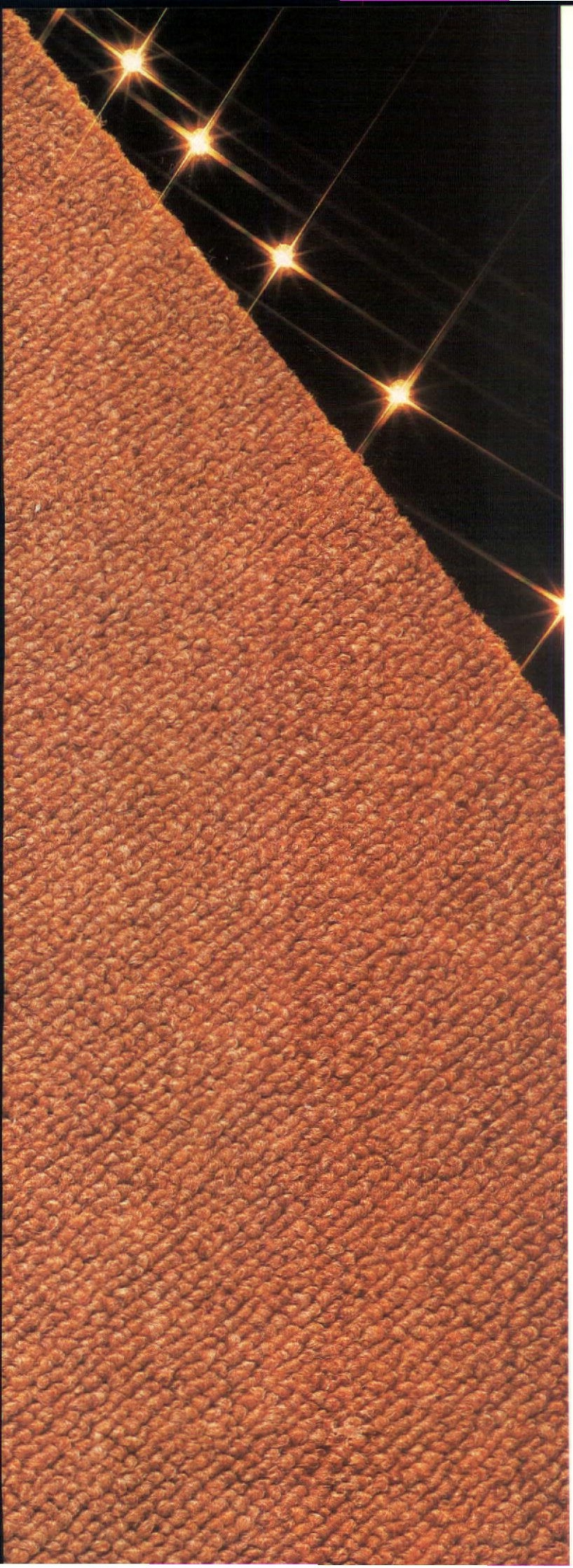
Within the pastel category, Siegel found that shaded, or grayed, pastels sell best in upholstery fabric, while whiter, tinted pastels are used for wall fabric applications. However, she notes that trendier, more fashion-oriented pastels, such as lavender and sea-foam blue, are not as popular as more traditional pastels.

Says Siegel, "Today, some designers won't touch pastels—they say they are overused—but that certainly is not true about specifiers in general. It seems that designers are very rational and draw upon whatever colors are required for a particular project. They are not as concerned with what is trendy, or with designing spaces that are seen as vastly different from the majority."

Color used matches need

Siegel contends that results of both her designer survey and findings revealed by Design Tex's sales records essentially confirm her own opinions about how space designers view color trends. In response to queries about her own personal taste, she replies, "I'm not sure I believe in color trends, but I get into a lot of arguments about that."

Comments on CONTRACT's monthly Color Line column should be directed to Color Line, CONTRACT, 1515 Broadway, New York, NY 10036.



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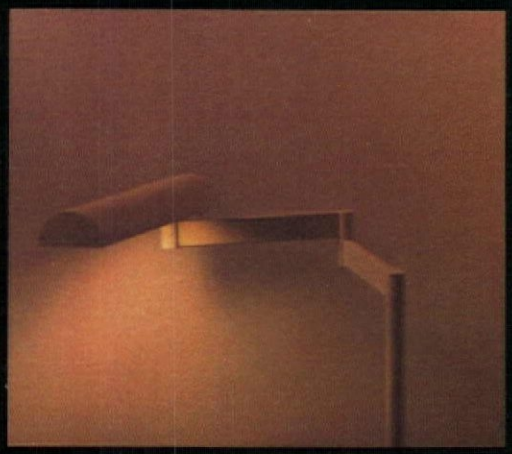

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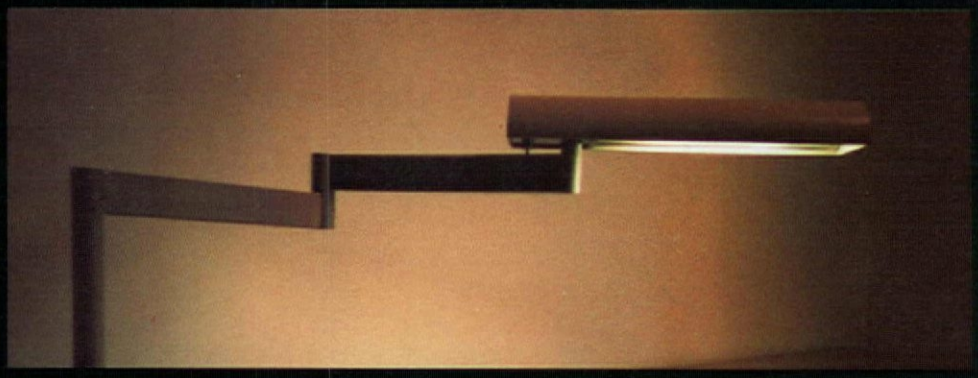

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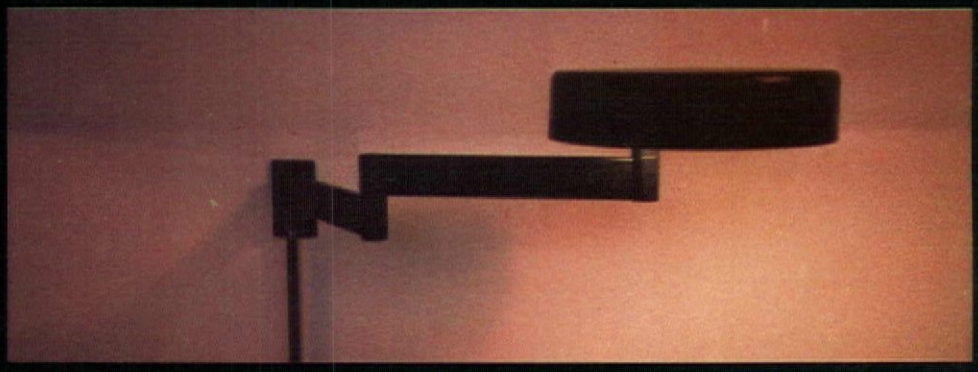

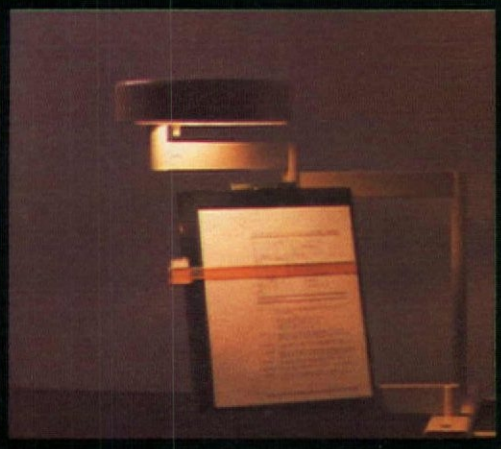

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CONTRACT

LIGHTING LINE

Regulatory trend threatens user comfort, productivity

By Dana Dubbs

A regulatory movement which threatens to slash lighting power limits in commercial buildings without regard for individual comfort and productivity is under way in the United States.

Although this trend has energy conservation at heart, its approach focuses on minimizing rather than optimizing lighting energy use.

California, for example, is amending its energy code to limit connected loads in office buildings to 1.5 watts per sq. ft., a highly stringent limit.

Of even more significance, however, is the U.S. Department of Energy's (DOE) current efforts to develop a standard which would mandatorily reduce lighting power limits in Federal buildings by as much as 25 percent below the limits recommended by the Illuminating Engineering Society's (IES) Energy Management Committee (EMC).

No central code

Despite the fact that IES is the sole body accredited by the American National Standards Institute (ANSI) to develop building lighting standards, there is no single code which states and Federal agencies adhere to. (IES wrote the lighting section of the national energy standard which is titled ANSI/ASHRAE/IES Standard 90 and which is currently undergoing its third major revision.)

Most states do, however, use Standard 90 as the framework for their own codes, but each Federal agency has its own approach.

Because of independent approaches taken to develop standards, it is quite possible that states will revise their existing energy codes in accordance with the DOE's more stringent recommendations rather than wait for completion of "90's" most recent revision.

Proposal draws fire

The DOE's proposed standard, published recently as "Recommendations for Energy Conservation Standards & Guidelines for New Commercial Buildings," is under fire from the IES and lighting designers for a number of reasons, including its emphasis on reducing power as opposed to limiting duration of use.

Industry studies claim that lighting accounts for as much as 40 percent of an office building's total energy consumption, and of that amount, as much as 50 percent is wasted when lights are left burning in unoccupied areas.

In its written response to the DOE's document, IES states, "We are all concerned that power limits are not reduced to the point where they degrade the quality of the luminous environment. Far greater results can be achieved by optimizing the use of energy by controlling the length of time that energy is consumed. Energy, and not power, is the real issue."

However, according to Ted Kurkowski, program manager, building systems division, DOE, from an energy conservation standpoint, it is not effective to focus on the time factor because many buildings have poor lighting designs and do not offer control systems for individual areas. The reason for the majority of poor designs is that builders and electrical engineers who are not trained in lighting design are nevertheless performing most of those functions, he says.

"Unless you can get people to put in good lighting control systems, the more power that is installed, the more lighting energy is used. It shouldn't be that way, but it tends to be," adds Kurkowski.

Illustrations by John Figurski

Current efforts by the United States Department of Energy to develop a building lighting standard would result in across-the-board lighting level cuts, disregarding needs of individual workers.

Too much light used

John Salmen, AIA, technical director, National Center for a Barrier-Free Environment, a Washington, D.C.-based organization which addresses design for the handicapped, agrees that most areas of buildings use more light than they need and that a reduction of lighting levels would generally not pose a problem. "The amount of light is either too much in many areas or not enough in others," he says.

Criticism has also been levelled at the DOE's proposal for its basis of "insufficient and inappropriate calculations." Not only were just 10 "average" buildings studied, but the studies focused on lighting quantity rather than quality, and neither on-site nor post-occupancy evaluations were conducted to determine such qualitative factors as light distribution, visual performance, glare control, and comfort.

Due to the small sample of buildings studied, and due to the fact that most lighting design is not very good, the "average" building studied might represent a poor quality design, says the IES.

Kurkowski, however, agrees with Salmen that most buildings use too much energy and also believes that the proposed limits are still more than adequate. In addition, the recommendations encourage designers to use task lighting as well as energy-saving and energy-efficient technology, he says.

(Continued on p. 60)

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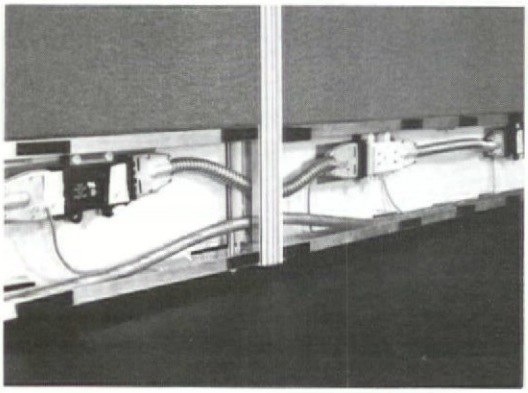

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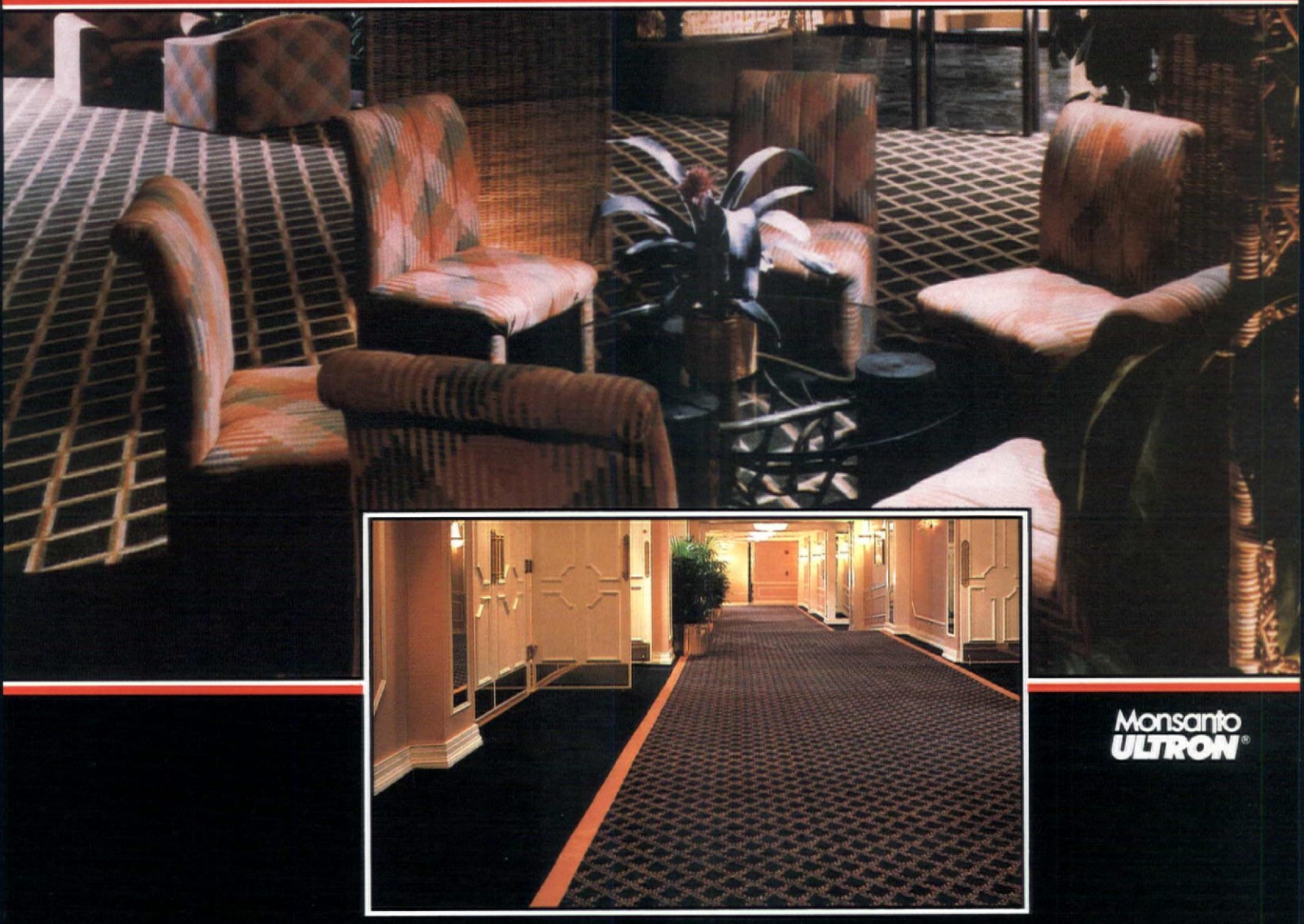

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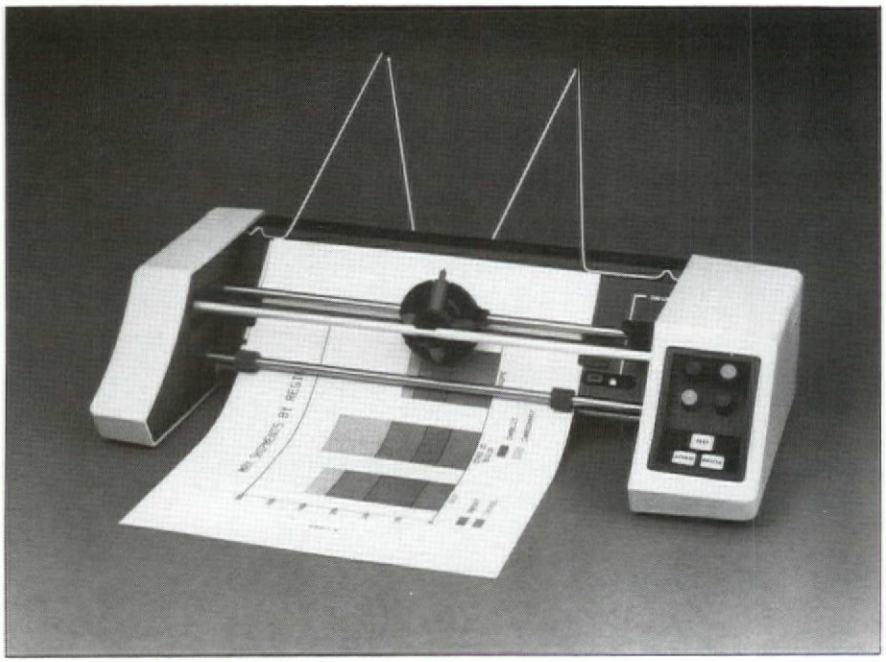
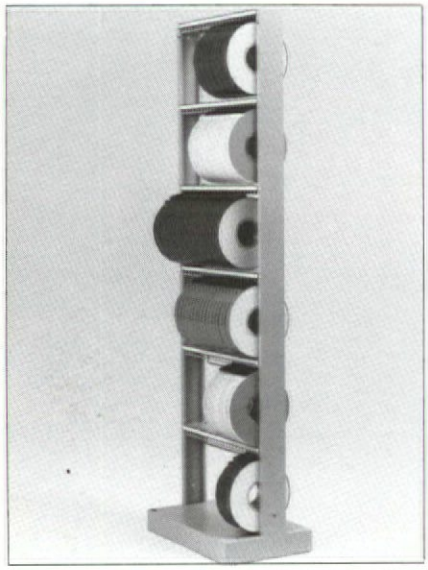


Plotter creates color graphics for PC users

Developed for the personal computer market, PC Plotter from Houston Instrument enables users to produce multi-colored graphics on 8½- by 11-in. paper or overhead transparencies. Product can be used with hundreds of commercially available graphics software packages; model 595 works with computers which contain RS-232-C interface, and features a resolution of .004 in. plus a pen speed of up to 4.2 in. per second. **Circle No. 398.**

Library stores 144 tape reels



Dennison Monarch's 24-in.-wide, six-level tape libraries store as many as 144 hanging tape reels within 2 sq. ft. of floor space. Gravity-operated stabilizer bars on each level keep tapes neat and accessible; libraries can be aligned perpendicularly to bases of larger, double-wide units for end-of-row storage. **Circle No. 406.**

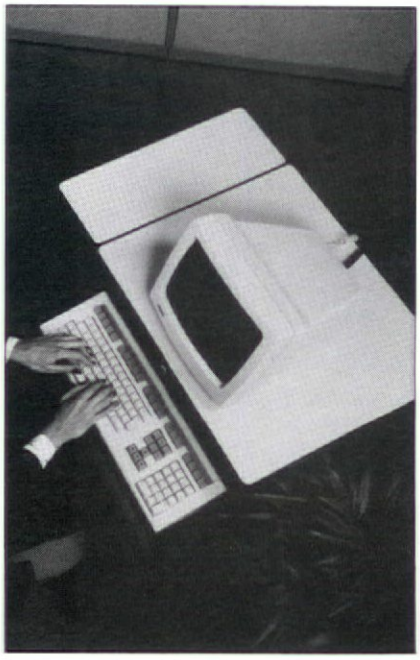
Save time, reduce labor costs with document conveyor systems

Orders, messages, and forms can move quickly within offices via document conveyor systems from Novak Co., and the resulting reduced labor costs help pay for the system within a short time span. Vertical conveyors are available for both loose and bulk paperwork as well as for other materials; multilane and flat-bed conveyors aid mail sorting and handling, production operations, and light material handling in plant environments. Side paneling enhances product appearance.
Circle No. 399.

CRT table features keyboard drawer

CRT table with keyboard drawer is part of Alma Desk Co.'s 1600 series of computer support furniture. A printer's table, sectional CRT table, and executive CRT desk unit are also offered in the oak or walnut casegoods series. **Circle No. 404.**

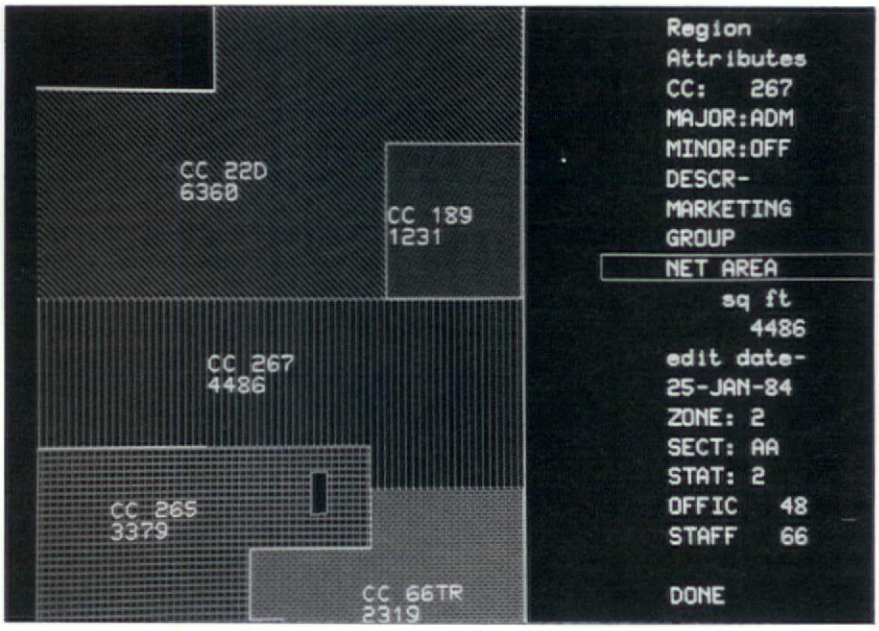
Wall bracket supports display surface



Tabletech from Tumac is offered with a wall bracket, cover, pivot arm with wire management, swivel plate, and all necessary hardware. Unit mounts on wood studs, metal studs, and concrete walls; maximum weight capacity is 100 lbs. Product's display surface is made of Decraguard putty-colored laminate with putty-colored, vinyl bullnose edge. A sliding keyboard drawer with security lock and right and left folding surface extensions is also featured. **Circle No. 466.**

Software reports on space use within facility

FAMES, an interactive, graphic software package from Decision Graphics, enables users to enter, store, and report on all space within a facility. The FAMES workstation consists of a color graphic terminal with optional digitizer surface and printer; a 19-in. display uses colors to differentiate the floor plan underlay, space allocation overlay, and text information. Program options and prompts are displayed to the side of the drawing and are selected by pointing with the cursor. **Circle No. 405.**



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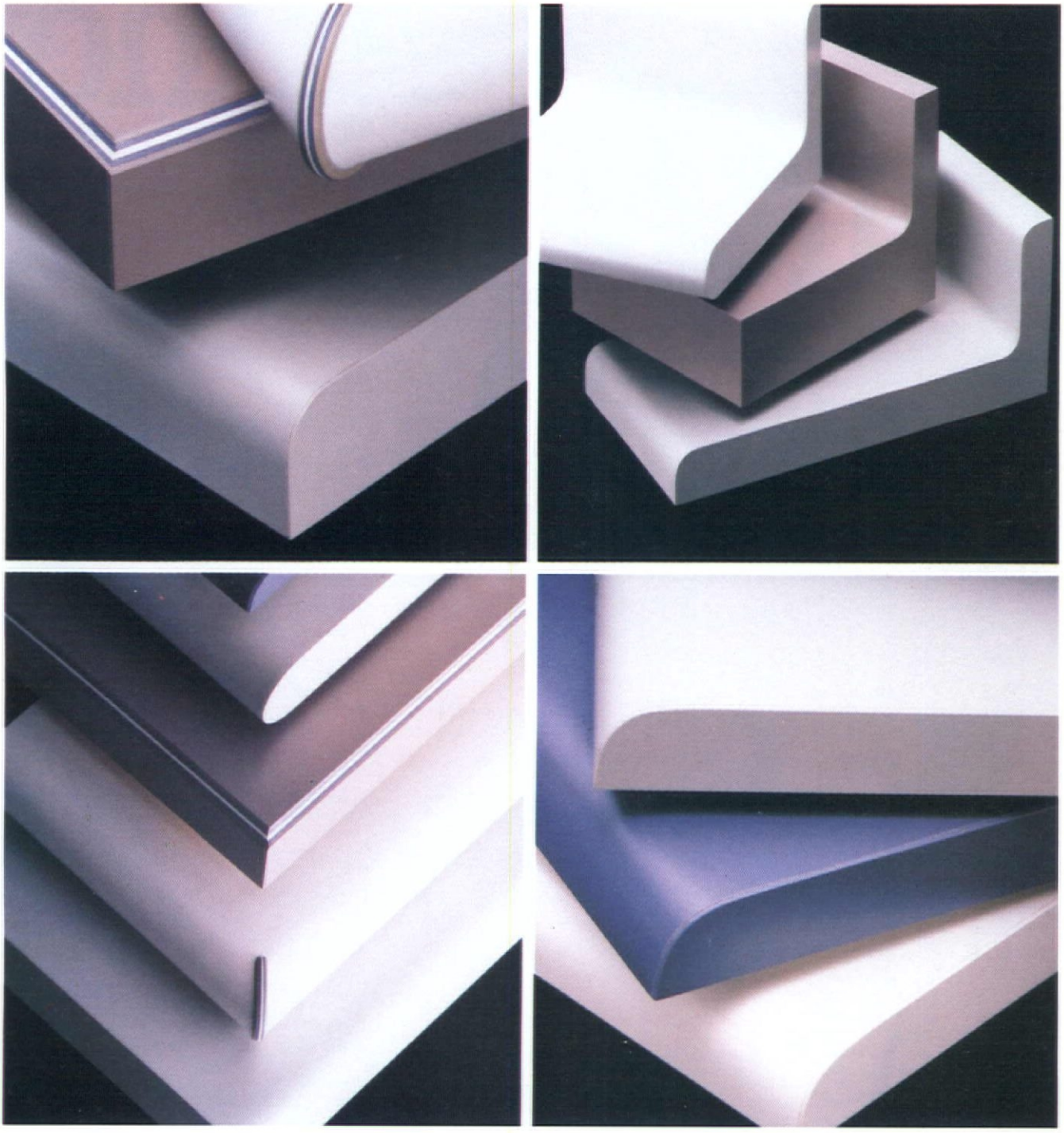

New solid color laminate postforms for variety of unique effects

Wilsonart announces the availability of a new solid color laminate which does not show dark edges displayed by ordinary laminates when cut. Called Solicor™, this "through color" product can be postformed to 2-in. outside and 3/16-in. inside radii for use in uniquely decorative laminate applications. Curving and wrapping are among treatments for which the product is ideal, according to the manufacturer.

Solicor is currently offered in 10 standard colors—all of which are part of Wilsonart's Color Quest collection. A total of 70 additional Color Quest hues are available for specification on a custom basis.

Photos on this page show a variety of Solicor countertop applications fabricated by ADF Designs Inc., Middletown, N.Y. All colors used here are standard offerings and are available in 4- by 10-ft. sheets for immediate delivery. **Circle No. 394.**

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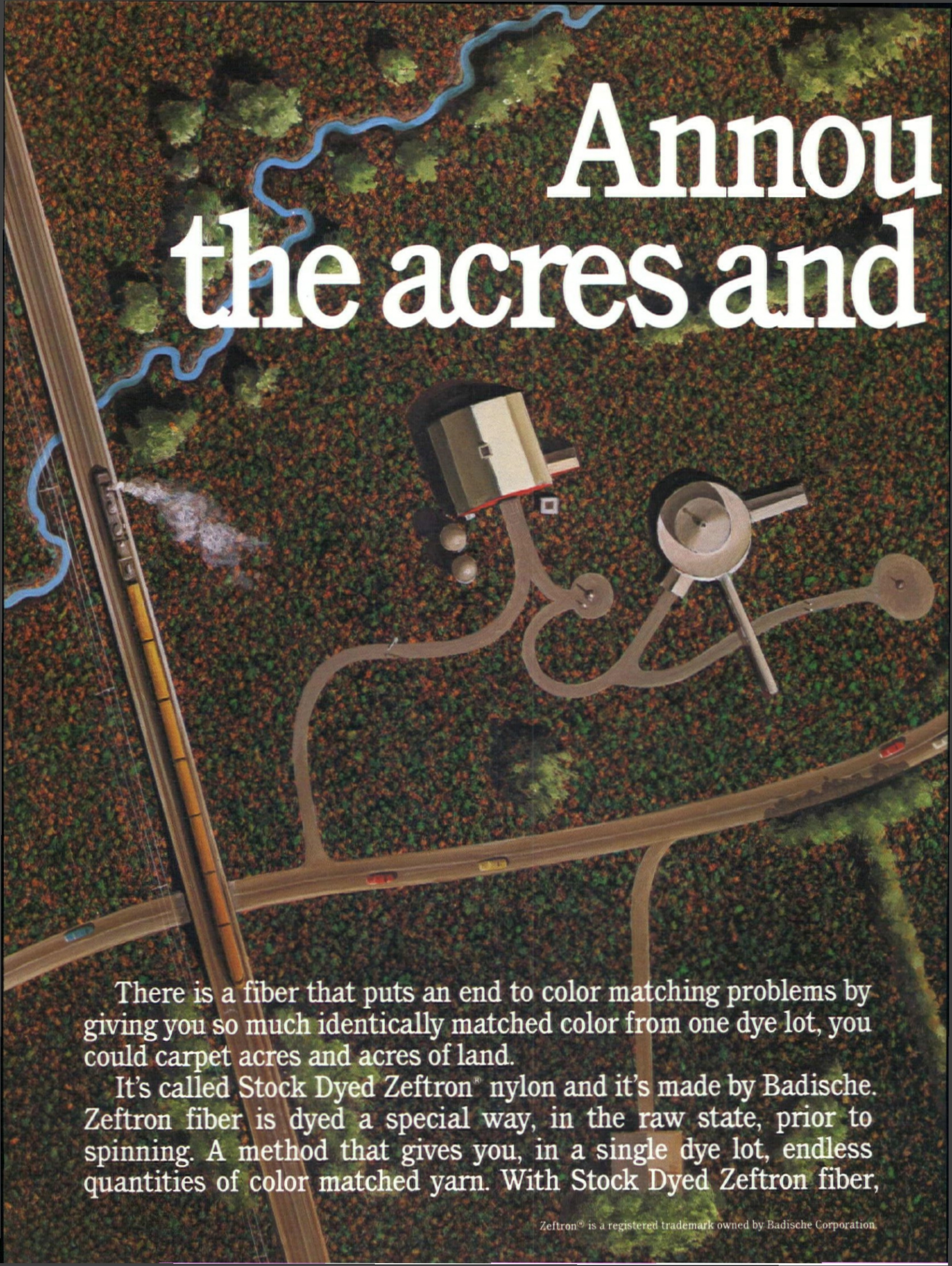
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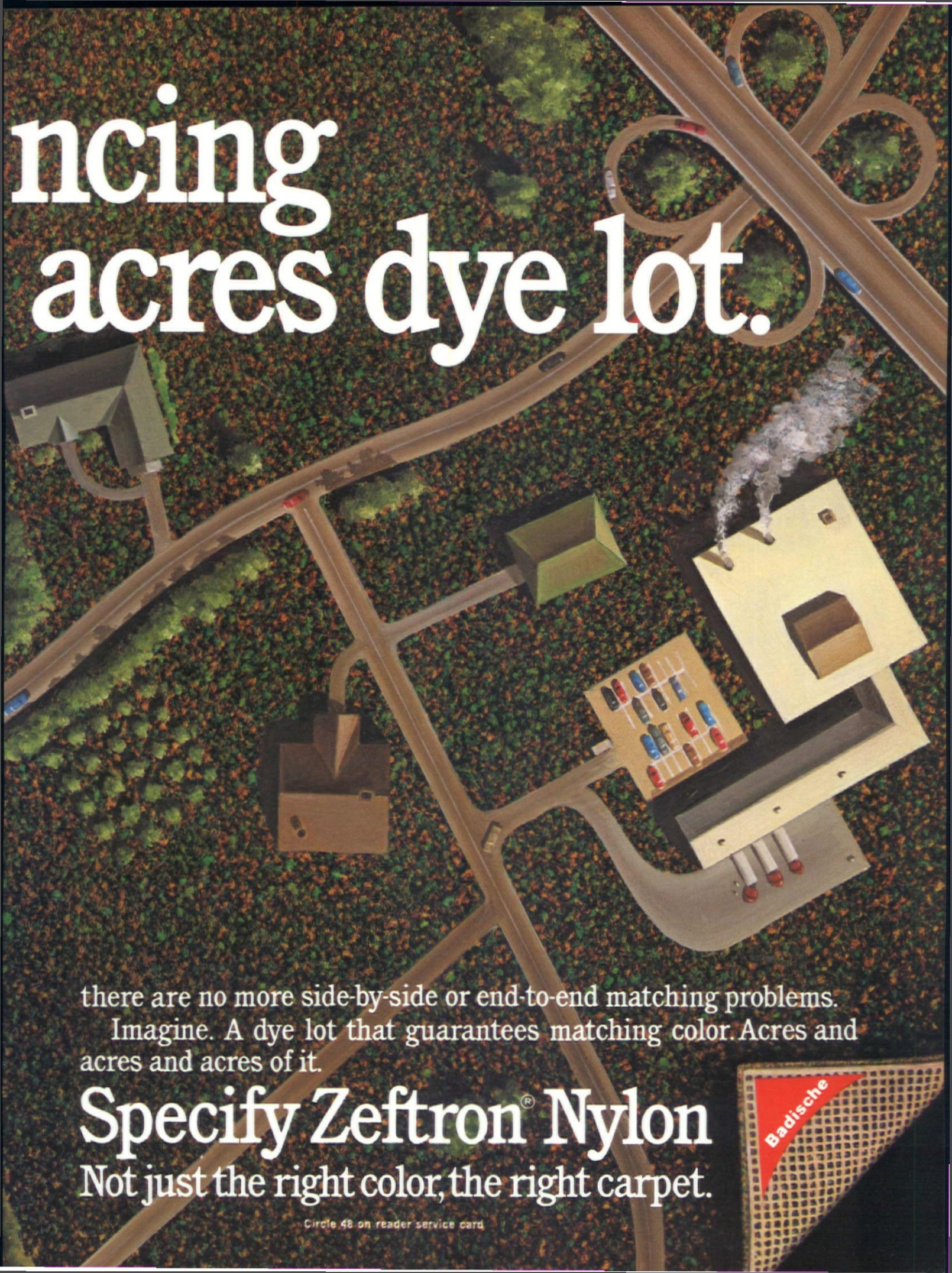
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Functional requirements combined, harmonized at FCI, N.Y.

The newly opened New York headquarters/showroom of Furniture Consultants Inc. (FCI) effectively combines requirements of both a working environment and showroom to facilitate the firm's activities as representatives for major contract furniture manufacturers and as project managers.

Although the space was conceived as having distinct sales and service areas separated by a core of glass-walled private offices, resource library, and other facilities, the feeling is one of openness.

"The set-up allows clients to view many of the represented lines in actual working settings without the space resembling a furniture store," says showroom designer Allison Lasley of GN Associates.

"And, although many different products are used in both the sales and service areas as well as in the four private offices, all is harmonized through use of a palette of soft grays and teals."

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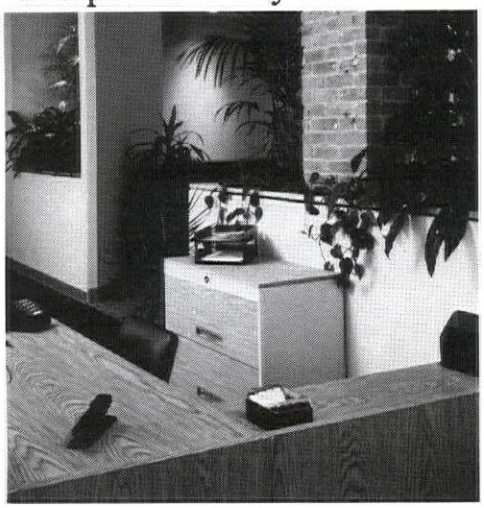

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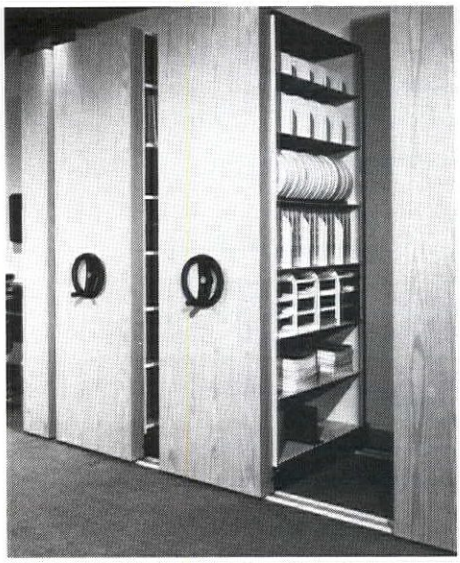

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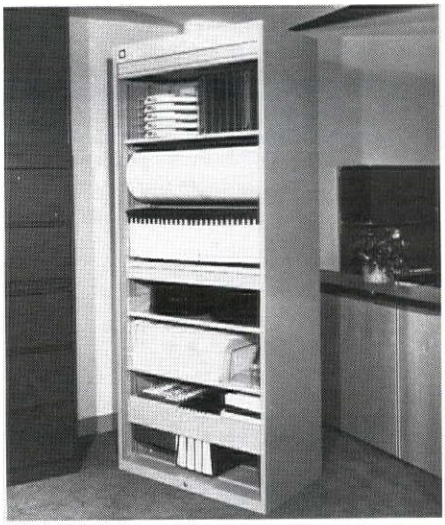

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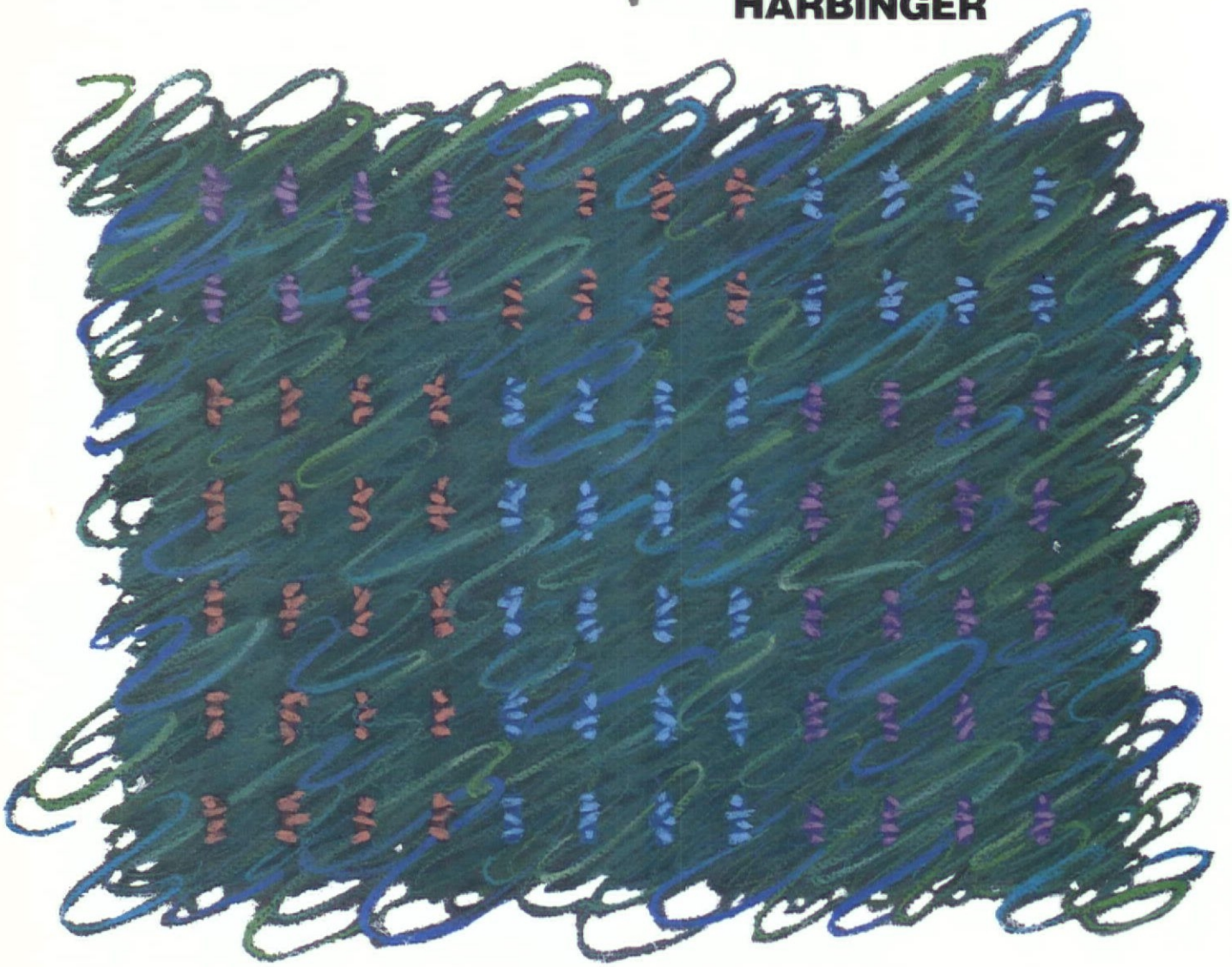

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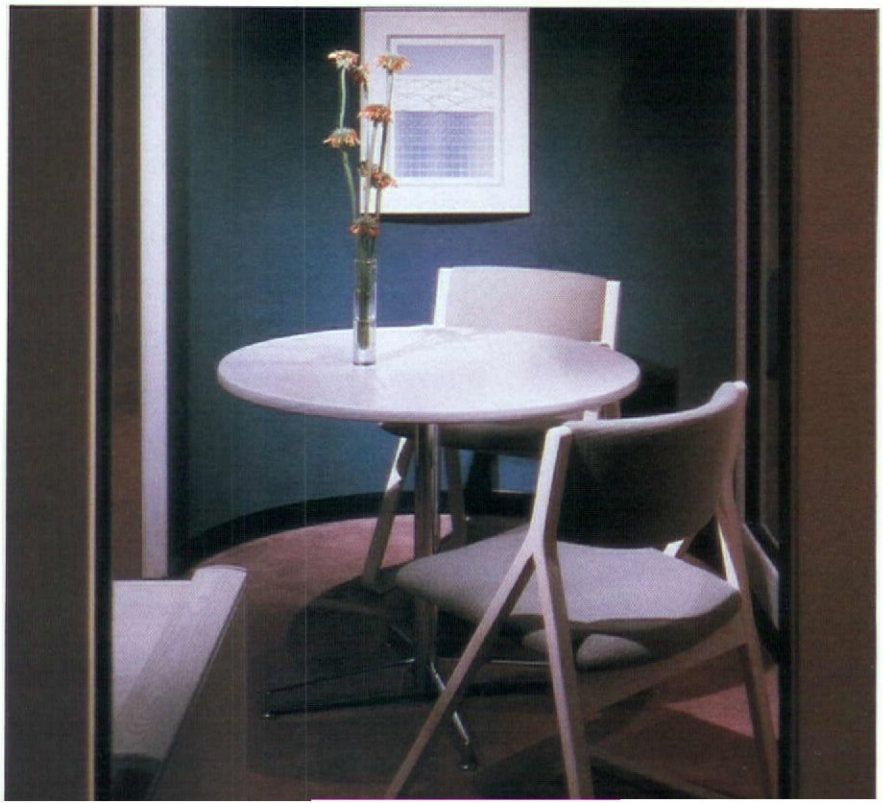
Stressing human interaction is design key

Furniture configurations which permit human interaction in automated offices are the key to Stow/Davis' Chicago showroom design.

As designed by Robin Drake, Drake, Boucher, & Godat, New York, and Cindy Beyer and Joseph Lubner, Beyer/Lubner Design Group, Grand Rapids, Mich., the showroom features the firm's Elective Elements-1 computer support furniture system, as well as its fabric and seating lines, in various arrangements which go beyond the "task as main function," says Drake.

"Areas for casual contact between people are featured because they are necessary for productivity," says Drake. "Informal seating arrangements near workstations encourage workers to talk about their jobs."

In addition, the firm's fabric line is displayed on curved panels which camouflage columns, and bold, contemporary colors have been used because they "tickle the imagination."



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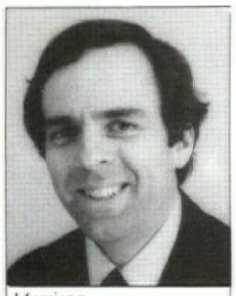

Morrison

Judson

Robert A. Morrison (shown) was named president, Heery Interiors. He was formerly the firm's vice president and general manager of the company in Atlanta.

The Foundation for Interior Design Education Research (FIDER) will hold its first annual benefit dinner on Nov. 27 to honor **Franklin S. Judson** (shown), president, Stroheim & Romann. FIDER has also relocated to 322 Eighth Ave., Room 1501, New York, NY 10001; 212/929-8366.

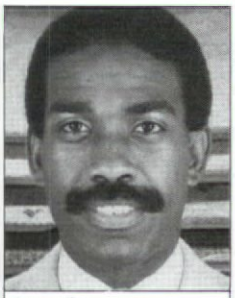
Deborah Lee, RA, has relocated to the Philadelphia office of Interspace Inc. where she serves as a principal. **Susan Carter Harwood,** AIA, was named a principal of Interspace/Florida.

Thom La Rose, ASID, was named director of design, Abramson/Vereen Assoc., a Boca Raton, Fla. space planning and interior design firm.

Robert A. Lundeen was elected principal, Rees Assoc. Inc./Architects, Engineers, and Planners. He currently serves as vice president of the firm's Houston office.

Formica Corp. appointed **Robert Blaich,** Concern Industrial Design Centre, to its design advisory board.

Mary Wishnoff is the new Chicago showroom manager, Patterson, Flynn, & Martin Inc.


Brunache

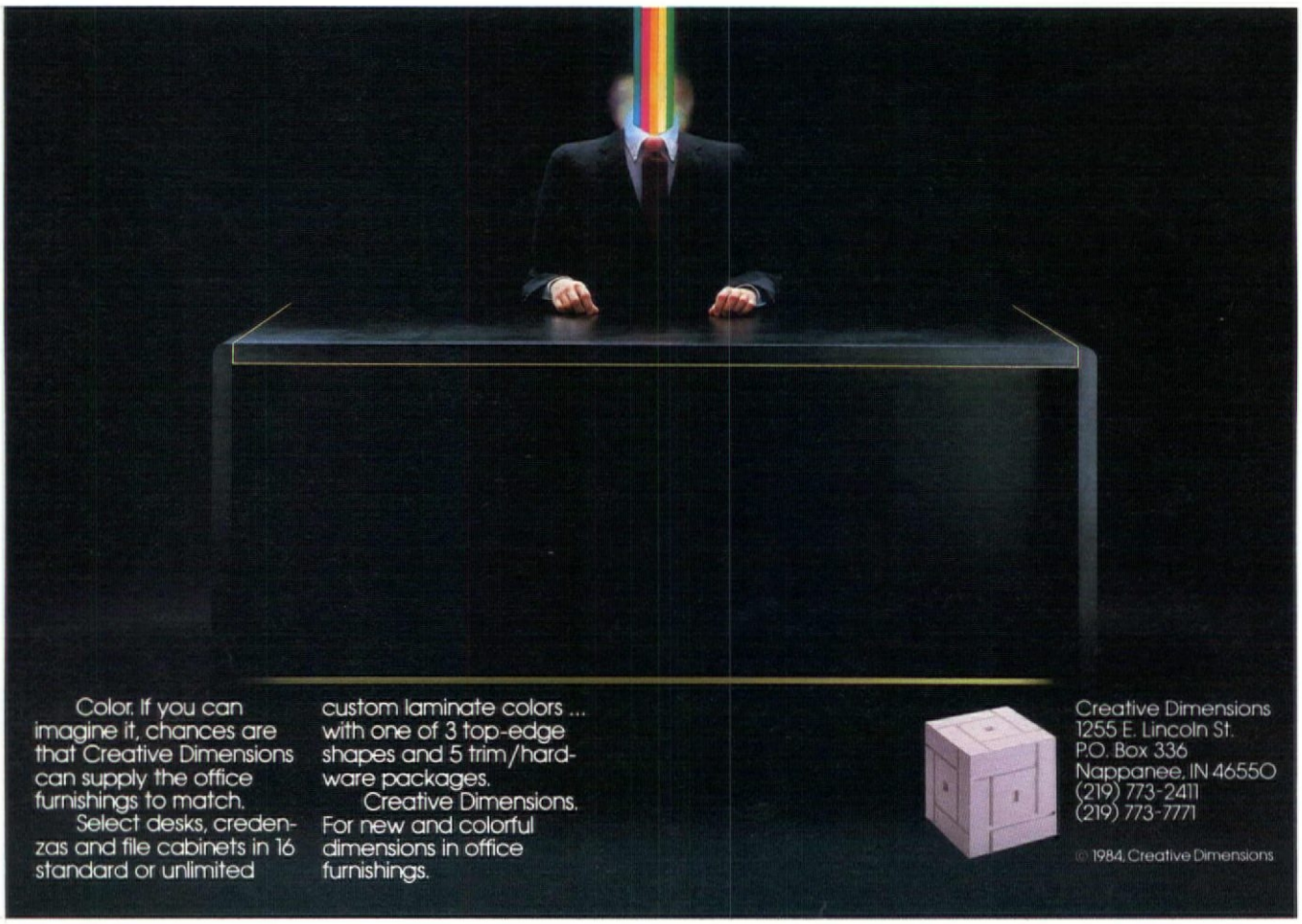
Lees Carpets appointed **Jean Claude Brunache** (shown) as western commercial zone manager.

William P. Rudd has been appointed a vice president, The Merchandise Mart Properties Inc., and director of The Mart's soon-to-be-developed Boston Design Center. He was formerly vice president, Boris Kroll Fabrics.

Leon Brand, AIA, joined the space planning and interior design firm of Professional Designs Inc. as vice president, New York regional headquarters.

Victor Simeone was named eastern specialist, contract furnishings, Eldon Office Products. He previously served in the northern New Jersey and New York City metropolitan markets as territory manager for the company.

Kinetics has opened a showroom for its high-technology furniture in the Piedmont Center, 3945 Piedmont Rd., Atlanta.



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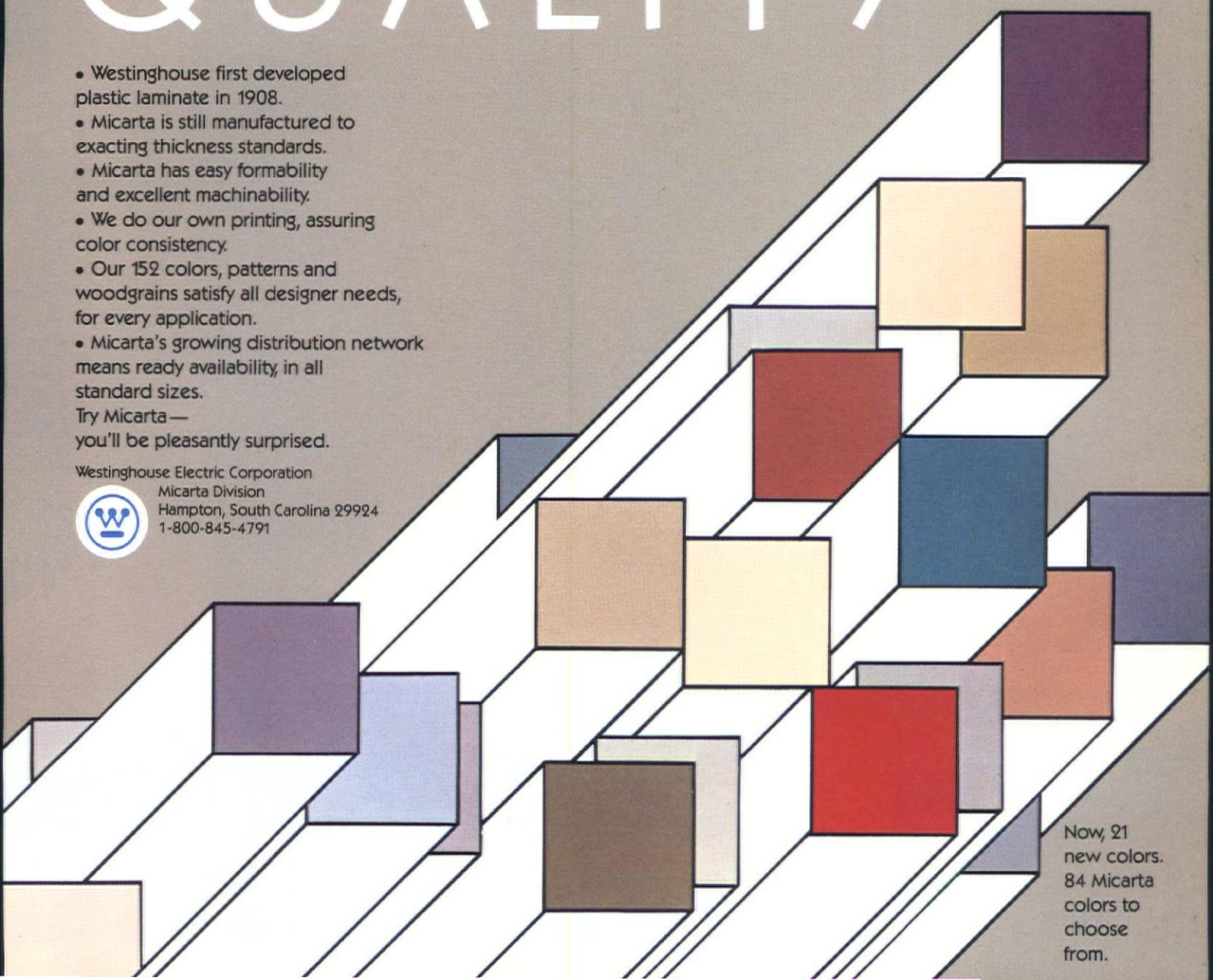
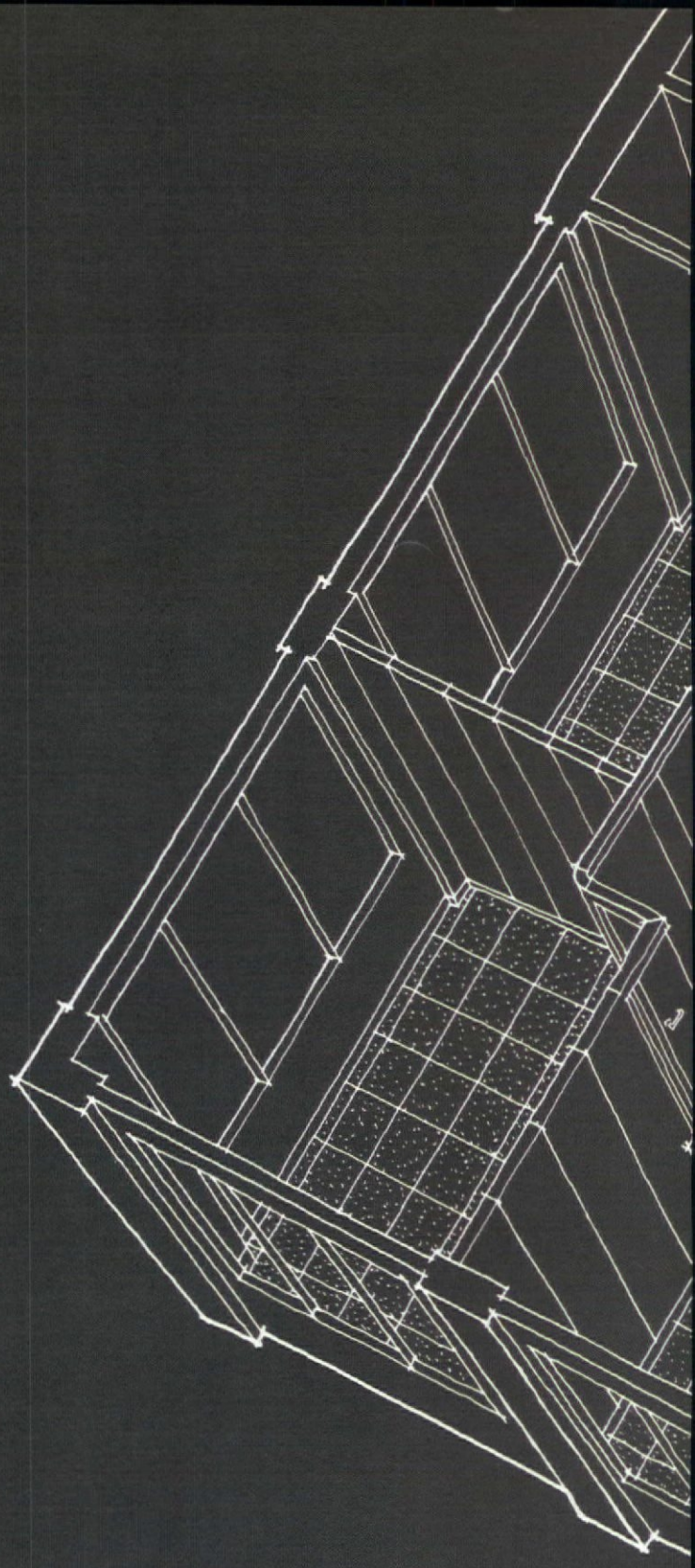


Now, 21 new colors. 84 Micarta colors to choose from.

A quote designers are hearing more often: "We need to handle our changing office needs quickly, but we can't afford to sacrifice privacy."



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Vaughan Walls attach to standard suspended ceilings, and install quickly over existing carpet, without damaging the pile.

Vaughan Walls feature built-in, non-combustible vertical chaseways for fast and easy installation of electrical and telephone services.

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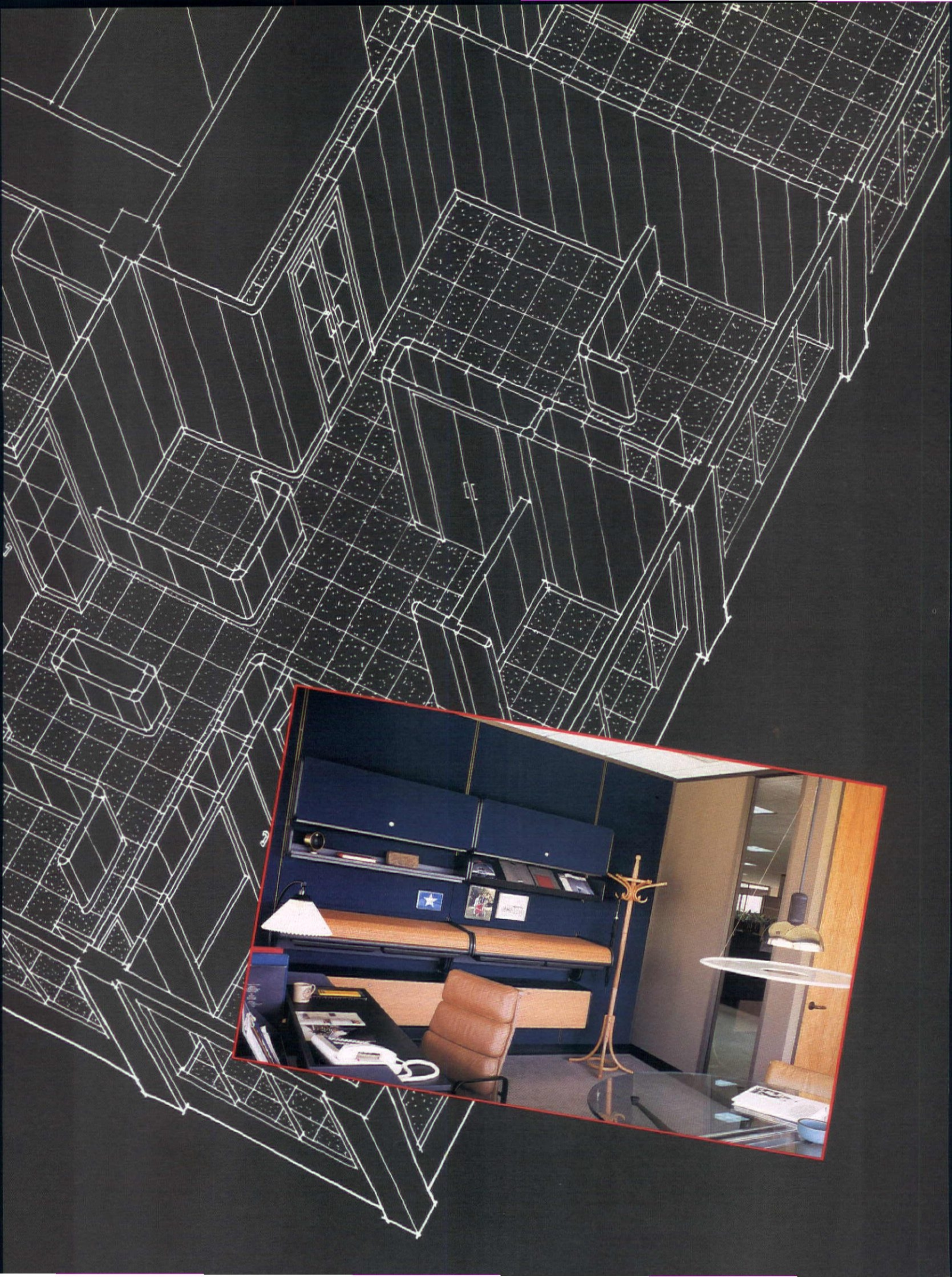

DAVIS

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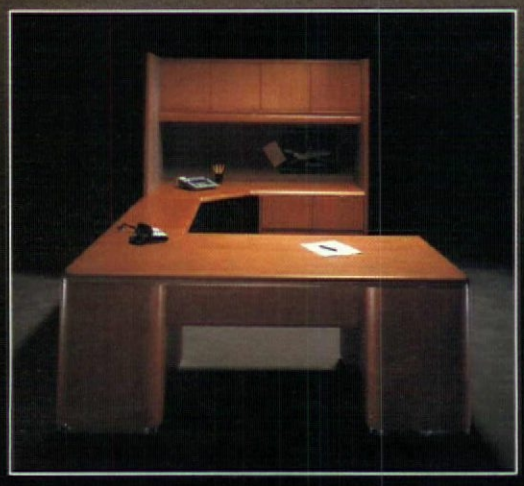

Innovation...the key word for Woodtech 4000™. Transitional design enhanced by the quality and warmth of wood. Yet, as functional in its applications as most other modular systems. The line contains over 80 units which will adapt to almost any office environment - from conventional all the way to an extensive modular *electrified* system for data processing.

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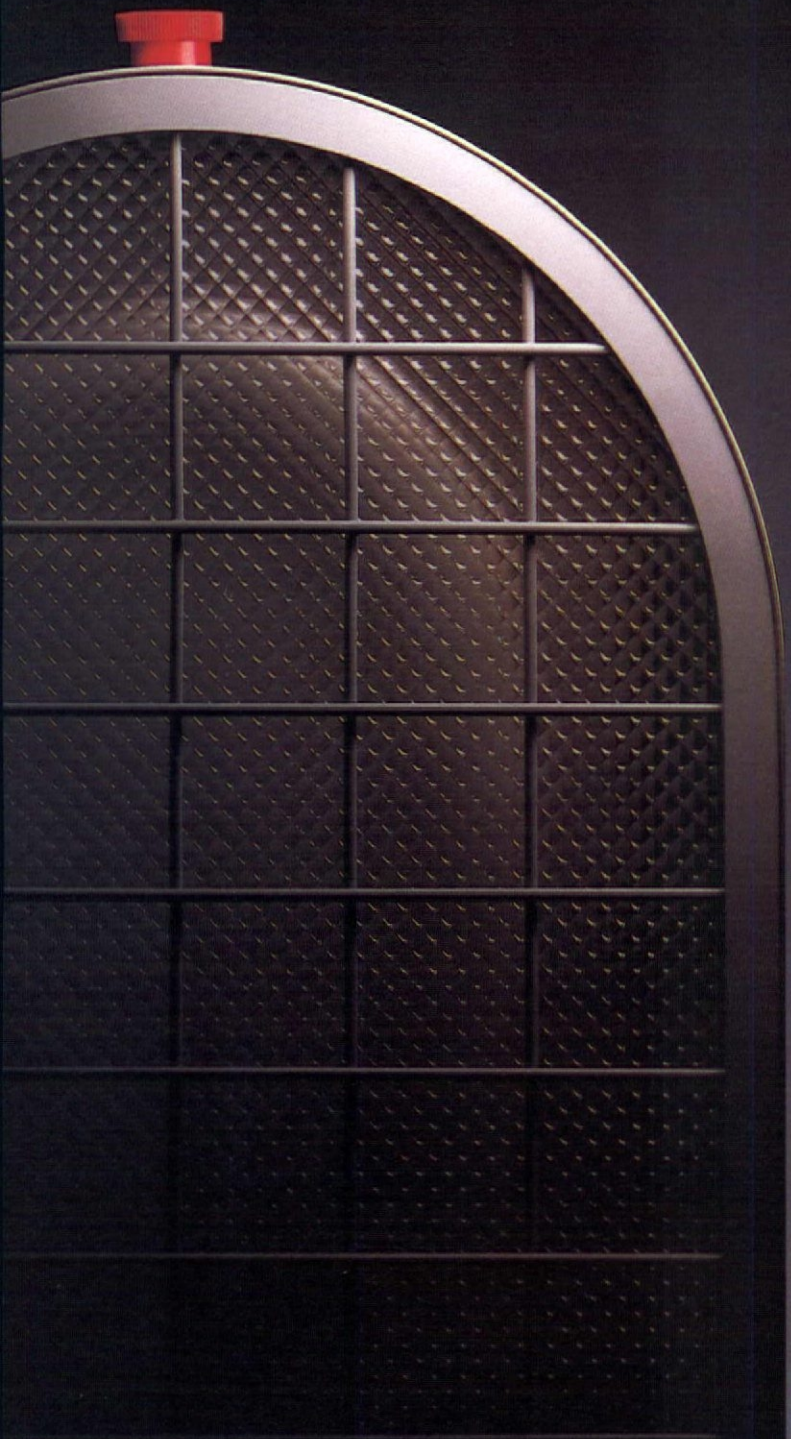
L I G H T R O N



Meet Mary.

And Mary Sue.

Two members of a quartet of sleek new luminaires from the creative team of Walker/Group and David A. Mintz, Inc.

Meet the winner of the 1983 IBD Gold Award and the ASID Product Design Award.

Meet Mary and friends from Lightron. Lighting that helps create the environment it illuminates.

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DAVID A. MINTZ INC

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L I G H T R O N

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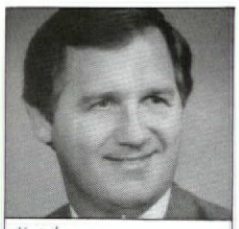
Ed Kotel (shown) recently joined Cleator, San Diego, Calif., as vice president, sales. He previously served as national accounts sales manager, Hiebert.


Kotel

Tashkovich

William P. Scott, III, AIA, was named director of Welton Becket Associates' N.Y. office. **Robert E. Zumwalt,** AIA, was named senior project director. They will direct international and domestic projects. Also, **Roger Ferri** and **Otto Tashkovich** (shown) joined the firm as senior designers and vice presidents.

Contract Interiors has entered Mich.'s Ann Arbor/Ypsilanti market to provide interior business environments for local industries. **Diane Keeler** was named customer service representative, and **Gary Gibson** serves as account executive.

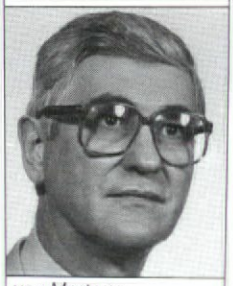
Russel A. Nagel was named general manager, Westinghouse Furniture Systems. Prior to his appointment, Nagel served as operations manager.

Casa Bella introduces CB Two International, a division offering medium- to high-priced furniture. The collection will be shown at the Winter Furniture Show, High Point, N. Car.

Don Colby has joined Tropitone Furniture as manager of corporate design. He will be responsible for product design and development as well as color and fabric selection.

Artistic Office Products has named **Jack Roche** as its national sales manager. Roche will open a Philadelphia sales office as part of the firm's expanding services.

Stern

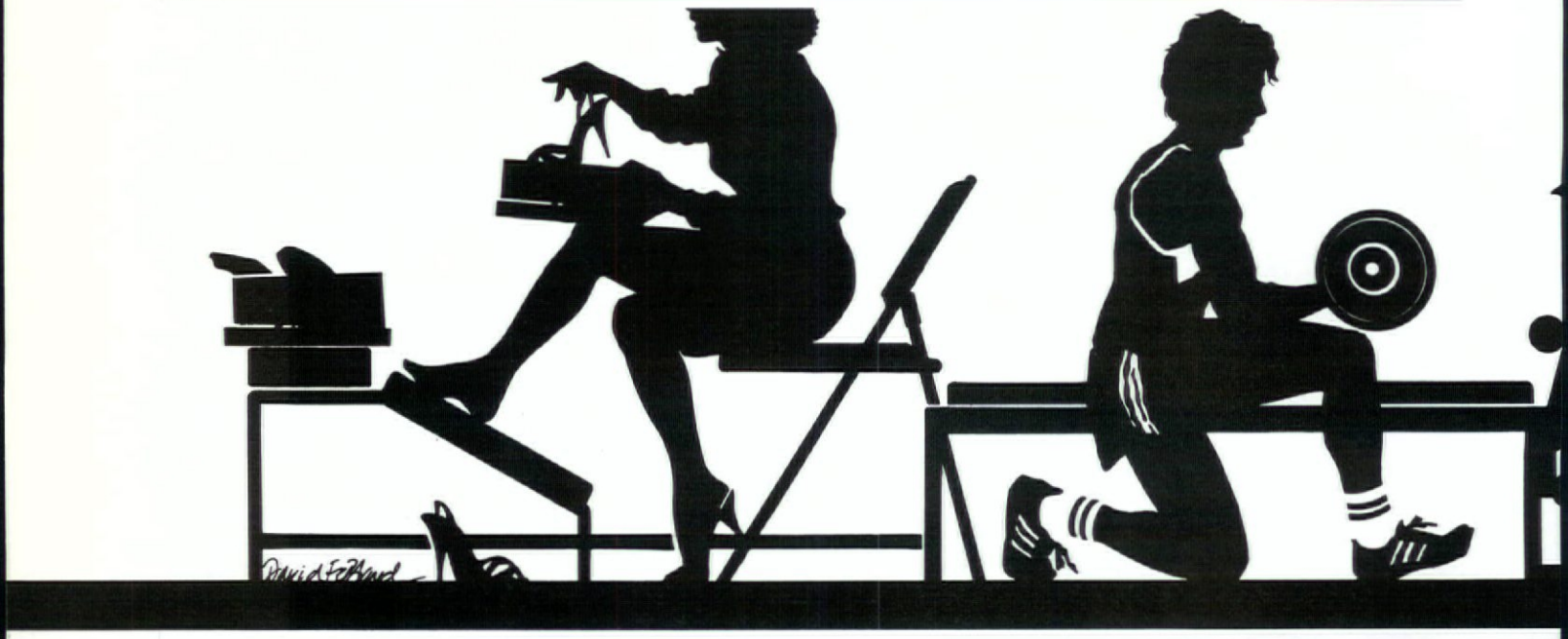

von Meeteren

Stern Office Furniture has named **Samson B. Stern** and **Saul I. Stern** as co-chairmen of its board of directors. **Andrew M. Stern** (shown) is president, and **Gary Cahn** has been elected vice president.

David Numark has joined Badische Corp. as contract carpet consultant.

Hollytex Carpet Mills named **Henry von Meeteren** (shown) as its Midwest manager.

Margot Lee has joined Lee Jofa as director of human resources development. She will develop personnel training programs and performance review criteria, and will also introduce special programs for intercompany communications.



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And unlike other treatments, the SYLGARD Treatment is permanently bonded to the carpet fiber.

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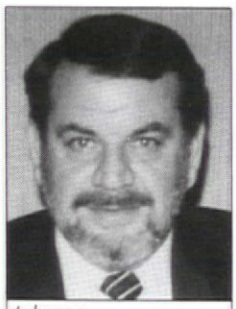
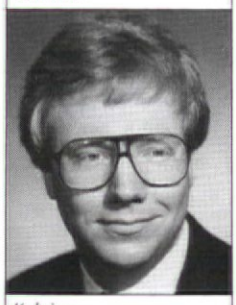
Bernard M. Lehrman (shown) has been named regional vice president, sales, Madison Furniture Inds. His territory includes N.J., Pa., Del., and N.Y.


Lehrman

Architect and scholar **Robert A. M. Stern** has been named the first director of Columbia University's Temple Hoyne Buell Center for the Study of American Architecture.

Duralee Fabrics Ltd. named **Lee Wallach** to the newly created position of director, contract sales, N.Y.

Borroughs, a division of Lear Siegler Inc., named **Virgil Kelpin** (shown) as product sales manager. Kelpin will be responsible for sales and marketing of Sigma 2000, a new line of contract office furniture.


Kelpin

Arthur J. Blume, AIA, has been appointed senior vice president, healthcare division, Rogers, Burgun, Shahine & Deschler. He will oversee domestic healthcare projects.

Lewis Zlotnick was named director of Duffy Inc.'s new office, 1200 N. Federal Highway, Suite 207, Boca Raton, Fla.

Donald Tate was named president, Tate Inds. At Tate Architectural Products, **Daniel Baker** was appointed president and CEO, **Geoff Boswell** was named vice president, international operations, and **Andrew Swanston** was named as the firm's director of finance.

Roberta Jacoby (shown) was named director of design, Manuscreens, the silk screen division of J. Josephson.

Jacoby

Spectrum Interior Design & Space Planning has named **Wendy Burckle Glidden**, ASID, as director of design.

Paul A. Atwell was elected president, Hickory Mfg. Co.

Les J. Cranmer (shown), senior vice president, Interspace Inc., has been appointed an honorary member of the Computer-Aided Space Design and Management Conference's advisory board. The conference is cosponsored by CONTRACT and *Facilities Design & Management* magazines.

Cranmer

Furniture Consultants Inc. has opened a headquarters/showroom at 228 E. 45 St., New York, NY.

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The SYLGARD Treatment. The hidden value in today's finest carpets.
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Insist on a lasting medium, worthy of your time and talents. Anso IV HP nylon with HaloFresh: the state of fiber artistry today.
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COMING EVENTS

1984

October 10-14. Society of American Registered Architects (SARA) 1984 convention. Waldorf-Astoria Hotel, New York.
October 11-13, 15. Designer's Saturday. Located at various showrooms throughout Manhattan.
October 12-13. Design of Automated Office Buildings. Iowa State University, Ames, Iowa.
October 17-19. Association of University Interior Designers (AUID) Annual Conference. Texas A & M University, College Station, Tex.
October 17-24. National Office Products Association's annual convention and exhibit. McCormick Place, Chicago.
October 18-26. Furniture & Accessories Market, Southern Furniture Market Center, High Point, N.C.
October 23-24. OFFICE '84, conference and exhibition for furnishings, environment, and design. Washington Convention Center, Washington, D.C.
October 24-26. "Facility Management Process: Mind Over Matter," International Facility Management Assn. conference. The Mart Center, Chicago
October 28-30. Pan Pacific Lighting Exposition. Concourse Exhibition Center, Showplace Square, San Francisco.
October 31- November 2. National Commercial Buildings Show. A.J. Cervantes Convention Center, St. Louis, Mo.
November 1-3. CONEXION '84, contract design exposition. Atlanta Market Center, Atlanta.
November 1-3. International Interior Design Exposition sponsored by Interior Designers of Ontario. CN Convention Center, Toronto, Ontario, Canada.
November 3. "Interior Spaces—Trends and Forecasts in Design," sponsored by Northern California Chapter of IBD. The Contract Center, San Francisco, Calif.
November 11-13. Design Assembly, theme program of "Technology & Technique." The Marketplace, Philadelphia.
November 11-14. International Hotel/Motel & Restaurant Show (IH/M&RS). New York Coliseum, New York.
November 12-13. Computer-Aided Space Design & Management Conference, co-sponsored by CONTRACT and *Facilities Design & Management* magazines. Omni Park Central, New York.
November 13-15. CMC '84, computer exhibition/conference for construction industry. Expocenter, Chicago.
November 15-18. Carpet & Rug Institute (CRI) Annual Meeting & Invitational Conference. Mariott Hotel, Marco Island, Fla.
November 26-29. Office 'Landscape' Users Group 32nd Symposium. Hyatt Regency, Atlanta.
November 27-30. International Symposium on Architectural Fabric Structures. Hyatt Orlando Hotel, Orlando, Fla.

1985

January 23-25. CONDES. World Trade Center, Dallas.
March 28-30. Westweek. Pacific Design Center, Los Angeles.
June 11-14. NEOCON. The Merchandise Mart, Chicago.
July 25-28 (tentative). ASID National Convention. Dallas.

Foreign Trade Shows 1984 & 1985

October 25-30. Orgatechnik/International Office Fair. Cologne, W. Ger.
October 20-28. Belgium International Design Exposition. Hallen Building, Kortrijk, Belgium.
January 9-14. International Lighting Exhibition '85. Parc des Expositions, Porte de Versailles, Paris.
January 10-14. 4th International Interkit. Porte de Versailles, Paris.

Announcing:

The Creative Ceiling Awards

Two design competitions sponsored by CONWED

CREATIVE CEILING CONCEPTS

Using primarily Conwed designer products, create a ceiling for one of three business environments. Runs from 10/11/84 to 2/15/85. Open to professional architects and designers. Special category for students. 12 winners.

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Awards in two categories for ceilings installed in commercial facilities. Runs from 10/11/84 to 9/1/85. Open to professional architects and designers only. 6 winners.

$45,000 IN CASH PRIZES

Judging panel: John Morris Dixon, editor, *Progressive Architecture*; Beverly Russell, editor-in-chief, *Interiors*; and Walter Wagner, editor, *Architectural Record*.

For an entry kit, call Conwed toll free: **1-800-328-9497,** or write Public Relations Dept., P.O. Box 64237, St. Paul, MN 55164.

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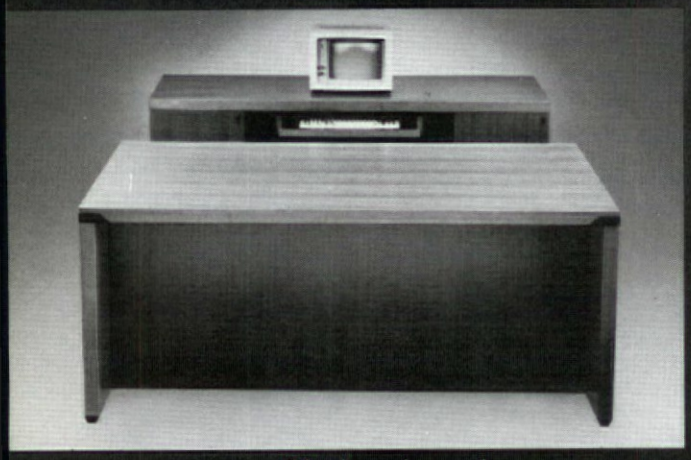
ENGINEERING, NOT JUST DECORATIVE DETAIL.

The King/Miranda desk conceals computer connections behind a classic appearance.



Black end panel connecters are really wire management raceways, sliding drawers hide computer keyboards, and the matching case goods have soft urethane door pulls, so executives never run into hard knocks.

THE SOFT WAY TO WORK WITH HARDWARE.

The Confer chair, engineered like a high performance automobile, comes complete with articulated seat, variable pitch control, lumbar support, and waterfall front. Now executives can lean forward or back, go up or down, and not be stuck in an uncomfortable or stressful position.

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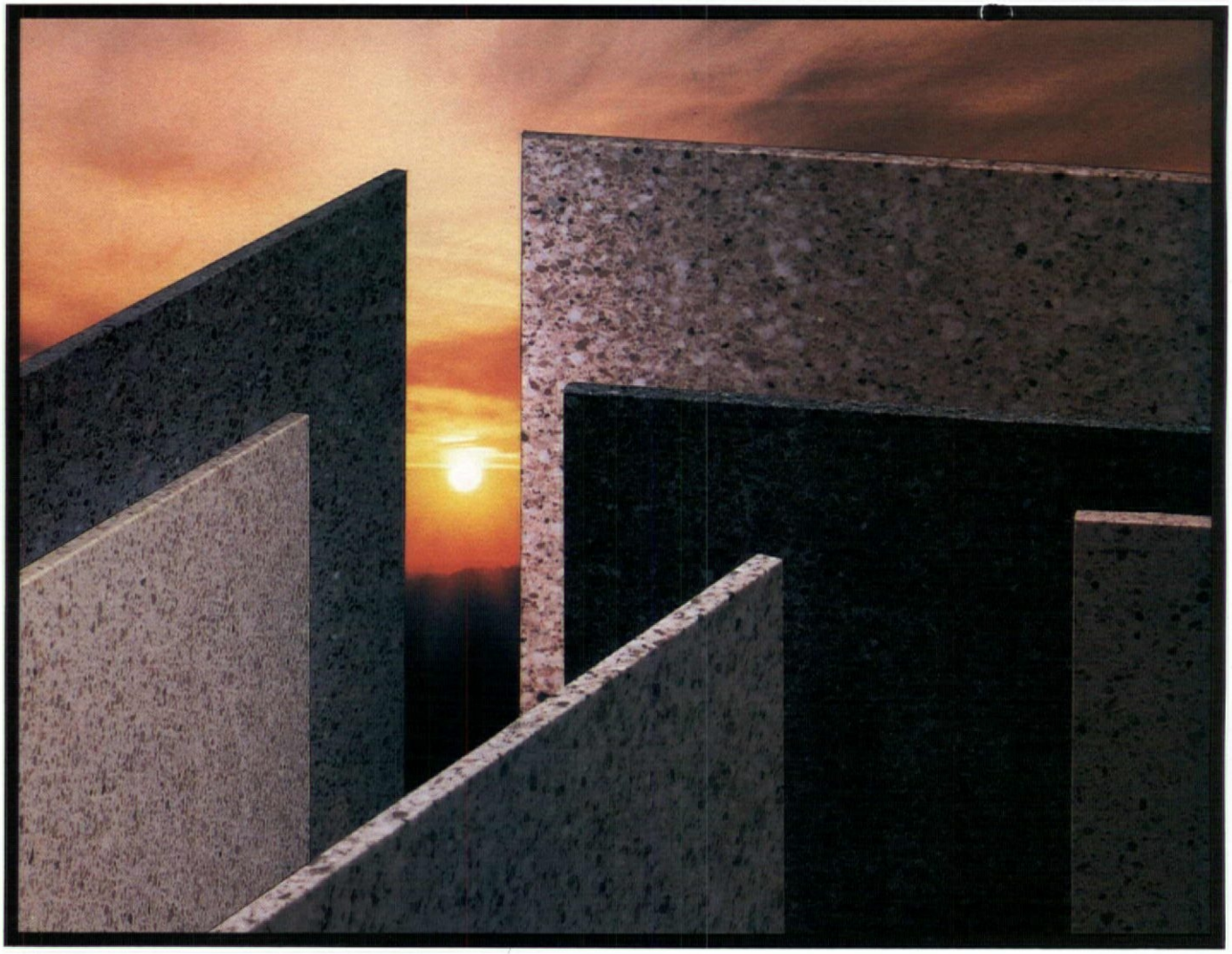

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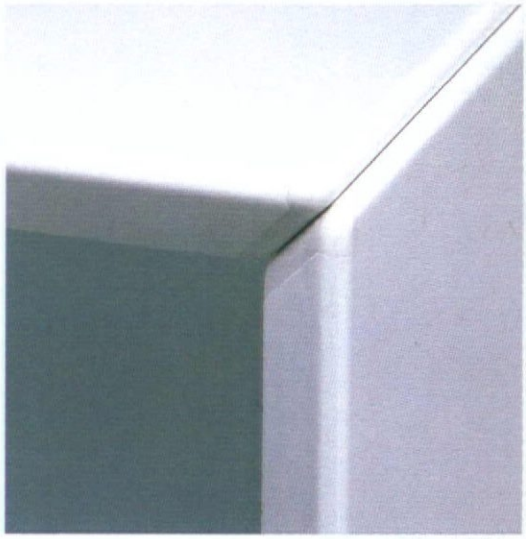
The Fantoni Edge



The distinctive lines of Fantoni's 45 Series have bred scores of imitators. But none can match the detail and free standing flexibility of the original design. It takes more than an eye for truncated edges to fashion a system appropriate for every possible office function. The dynamic interplay of light and shadow suggests both spaciousness and accessibility. It underscores the utilitarian principles from which the 45 Series concept evolves. For now, and for the future, the original Fantoni Design is slanted to insure your success. 104 Greene Street • New York, New York 10012 • 212 219-2321

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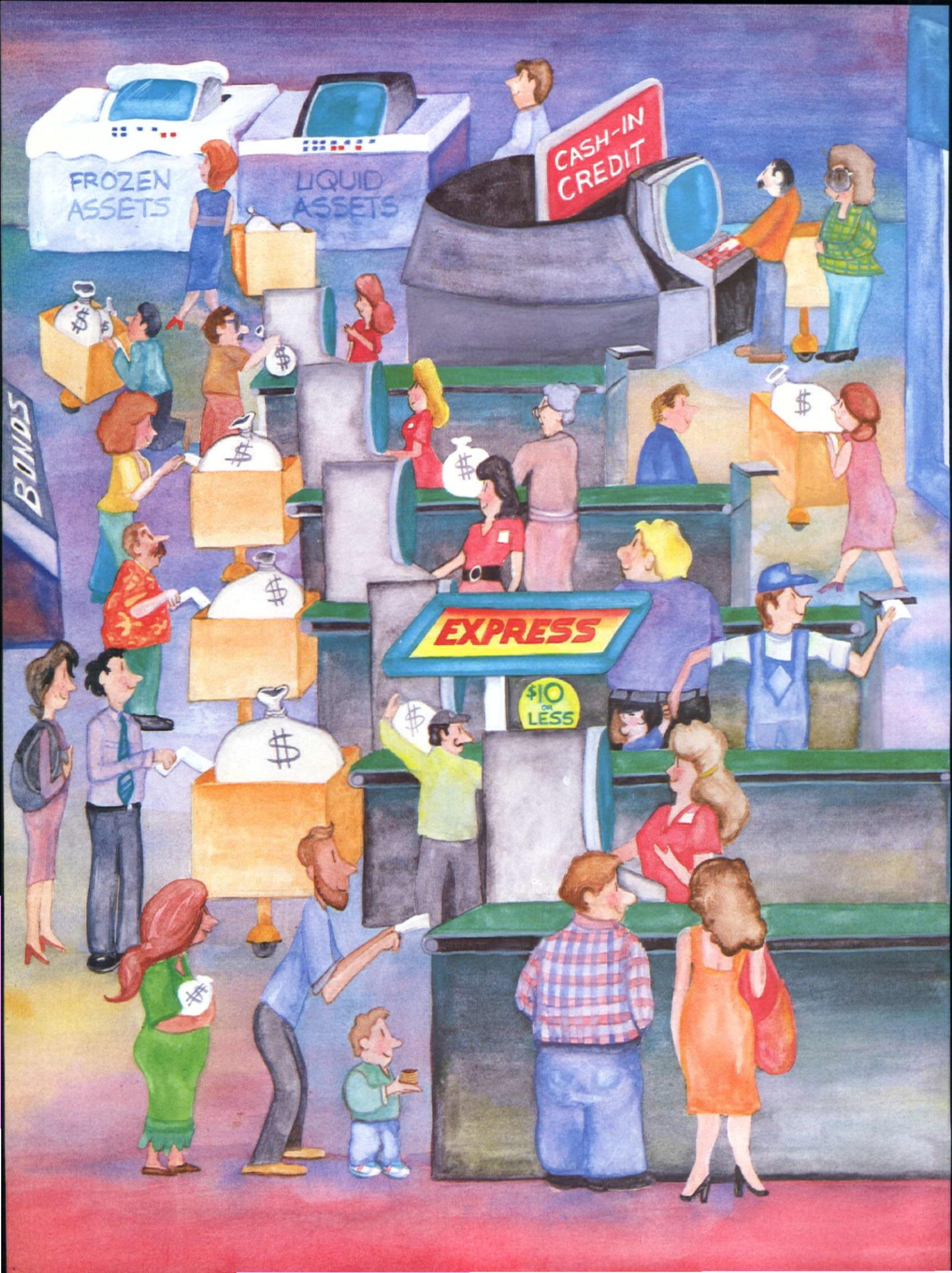
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$10 OR LESS

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5,000 Bank Presidents
& Board Chairmen

NEW SERVICES ALTER DESIGN OF BANK PROJECTS

By **MILTON SWIMMER**

Banking institutions are rapidly becoming one-stop financial supermarkets where customers obtain a wide variety of services that include securing loans, investing in stocks and bonds, buying insurance and real estate, and getting income tax advice.

In effect, operational change is sweeping the banking industry to such a degree that the design and interior configuration of bank facilities is being radically altered to meet new service needs. Among the effects are widespread automated teller machines (ATMs) employed in place of tellers at smaller branches, use of more private conference space and transaction areas as traditional retail customer services are downplayed in favor of more diversified financial programs, and the proliferation of a new type of bank facility—the loan service center.

(Continued)

Illustration by Lee Corey

NEW BANK SERVICES

One-stop 'financial supermarket' evolves

Economic and legal forces impinging on the banking industry are worth examining from a historical perspective, since these influences are implicitly shaping the size, look, and function of banks today.

Since 1967, when Swimmer Cole Martinez Curtis was established, banks as well as savings and loan institutions have been extremely desirable interior design projects. These facilities were, and still are, spaces designed to create a special image for the public. Thus, bank clients generally allow the designer a great deal of latitude in making esthetic decisions. Budgets for construction have been much higher for banks than for most contract spaces, because of their extremely expensive functional requirements, such as vaults, security systems, teller cages, and bank equipment.

Traditionally, any additional cost required to develop a special image for the bank was considered incrementally small in relation to the entire project. The client, consequently, has been willing to spend a little extra to develop a special design.

Recent changes in facility design

Until very recently, bank branches have not varied much in size and configuration. Addition of computer terminals at teller stations about 11 years ago streamlined bank operations, but did not have a substantial impact on the look of the institution. An average branch was approximately 5,000 sq. ft. It was unusual for a branch to be less than 3,500- or more than 7,000-sq.-ft. Occasionally, in a very important location, a branch might have 10,000 sq. ft. of usable space.

In recent years, however, bank design and operation have begun to change. The automatic teller machine (ATM) brought about the first important change, making it possible

In recent years, bank design and operations have begun to change as a result of several factors, including widespread use of automatic teller machines and banking industry deregulation. One response developed by bank management to handle an increasingly competitive climate has been to decrease the size of new and existing branches. Depicted here are typical bank installations designed by Swimmer Cole Martinez Curtis, specialists in design of interiors for financial institutions.

for the branch to service many more customers in the same amount of space with fewer teller windows. As ATMs became more sophisticated and less expensive, more and more of them were employed and branches began to shrink in size.

Only in the last few years have the most dramatic changes in bank design and operation taken place, largely as a result of banking deregulation. One of the biggest influences of deregulation was increased competition by non-banking institutions, which led to the elimination of the free checking account.

Other financially related organizations—American Express and Merrill Lynch, for example—began furnishing many services formerly limited to banks and savings and loan institutions, thus putting an additional squeeze on bank profits.

Simultaneously with this development, interest rates had soared, approaching the 20 percent range. Savings and loans had made real estate loans at well below 10 percent interest rates, and were under inexorable pressure as a result. The combination of fewer customers with alternative ways of saving or investing, and the necessity of paying interest on checking accounts, caused banks to compete on a totally new level. The lucrative bank business found itself in a tight competitive race with non-banking institutions and banks began to seek ways to trim expenses and increase profits.

Bank managements started to do this first by reducing the number of their branches and then dramatically down-sizing new and existing branch facilities.

Changes led to new opportunity

Deregulation, however, also created new opportunities for banks. As it became apparent that banks could not maintain profit levels to which they had become accustomed, they began looking for and developing alternative ways of creating profits. Banks aggressively pursued real estate investments and syndications. They began providing many services that the mortgage broker, stock broker, insurance agent, and related financial professionals had traditionally provided.

The majority of banks are beginning to put a lower priority on attracting retail customers, in favor of catering to the client seeking a wide range of financial services. In place of tellers, automated teller machines are proliferating, while bank floors are designed to accommodate a higher degree of privacy in conference rooms designed to meet diversified service needs of clients. Shown here are some of Swimmer Cole Martinez Curtis' bank interior projects.

NEW BANK SERVICES

Differences between institutions fade

Banks had arrived at the point where they not only needed fewer and smaller branches, but where they put a lower priority on attracting retail customers. Thus there was less need for tellers, but more need for higher level, more skilled individuals who could provide other merchant banking services.

These changes were more visible in smaller banks, because the squeeze forced them to recognize that it was impossible to compete with large banks in the basic checking account business.

Most banks are now beginning to make the same changes. Automated service centers are now proliferating and interior space designers are concentrating on their design, as well as on traditional branches. Such ATM centers are still positioned in highly visible locations, such as first-floors of office buildings. The centers, however, may be as small as 1,000 sq. ft.; staff at these locations would consist of two or three employees at most.

ATMs have replaced teller lines, as have night depositories. Banking floors, traditionally open, now require a greater degree of privacy and more private offices and conference rooms. Many of them are glass-enclosed. A more recent development is the creation of merchant teller booths in automated service centers that are completely enclosed. Merchants use the booths to exchange currency and turn in daily receipts away from curious eyes.

Banks and savings and loans, which in the past had distinctly different services to offer and overlapped only marginally, have become much more similar in function. They are beginning to look more and more alike. The traditional bank vault, necessary only for safe deposit boxes and an image of security, is being eliminated in many new

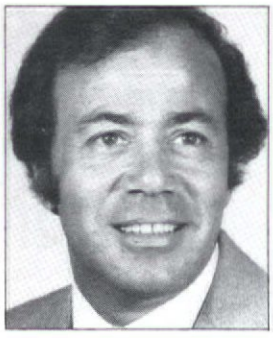
branches. In consequence, a whole new safety deposit box industry, unrelated to banking, is being created.

Loan service centers multiply

Many banks have expanded geographically by creating another type of facility known as a loan service center. Such centers are nothing more than small offices and have little or no resemblance to banks. These offices are often located in low-rise office buildings in light-industrial areas, where the bank can gain an identity with the customer at the lowest possible cost. Their sole function, devoid of other banking services, is to accept and process residential loan applications.

Such offices range in size from 2,000- to 3,000-sq.-ft. and may be staffed by up to 15 loan representatives tied to the main banking office by computers. The centers usually contain an open area with desks and two interview rooms completely enclosed for privacy.

These changes have been a traumatic experience for the banking industry. Many banks and savings and loans did not survive and were absorbed by other institutions, some of them financial enterprises of a different stripe. With lines of demarcation blurred, banks of the future will look less like how we think they should and more like service centers in which customers will get a lot more for their investment dollars with the aid of efficient facility design. □



Milton Swimmer is founder and president of Swimmer Cole Martinez Curtis, Marina del Rey, Calif., a multi-faceted space design company specializing in the design of banks and savings and loan institutions.

SMALL TOWN BANK GETS

Designers update facility's image without

BIG-TIME LOOK
alienating patrons.

Photos by Robert Harris, Berry & Homer

The new Burlington Township, N.J. branch of Farmers' and Mechanics' Savings reaps benefits of a big-time bank space plan without forfeiting design qualities that make its small-town clients feel at home.

Architect William Gallo of Architects Chartered, Atlantic City, N.J., provided for these often conflicting needs by combining traditional architectural and design elements with modern materials and contemporary color treatments. For example, customers are beckoned from the road by a grand, two-story entranceway arch paved in a high-tech grid pattern of red-edged brick. Inside the bank, cylindrical chrome-plated columns are anchors for bright red checkstands—an interesting combination of traditional and contemporary ideas. Topping the space is a full-length vaulted glass skylight which brings the warmth of sunshine to the clean, spare interior.

To assure that the new facility would not alienate long-time clients, bank management requested that design emphasize the relationship between customer and teller. Gallo approached this task in several ways, the most noticeable of which uses eye-catching red trim on teller counters.

Upon entering, patrons are drawn to the teller counter along a strip of white tile flooring which emerges from be-

Design clearly defines access to teller counters, a key requirement of bank management. Patrons are drawn to red teller stations and checkstands along a white tile path which emerges from between two spans of red carpet. The parallel skylight reinforces this stimuli (left). A two-story entranceway arch (above) beckons to Farmers' and Mechanics' customers from the roadway and establishes an image of stability and strength. High-tech colors and building materials are indicative of management's up-to-date approach to banking.

FARMERS' & MECHANICS' SAVINGS

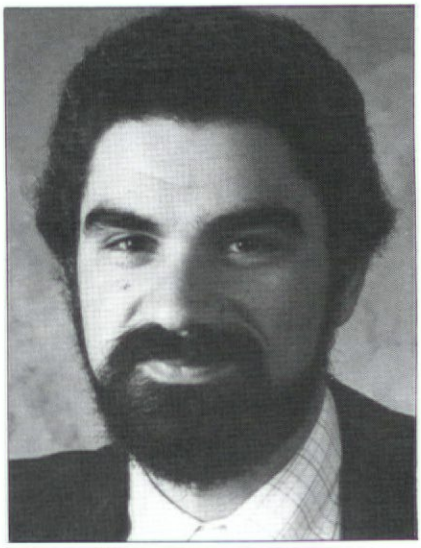
Design reinforces customer-teller relationship

tween two spans of red broadloom. Paralleling this motif is the line of illumination emanating from the skylight, the resulting "sandwich" effect reinforces the passageway from door to teller and helps guide customers.

This Farmers' and Mechanics' new 3,800-sq.-ft. facility supplements an operations center which previously served as a branch bank. The older building is now being renovated as part of a staged construction process designed to prevent interruption of day-to-day banking activities.

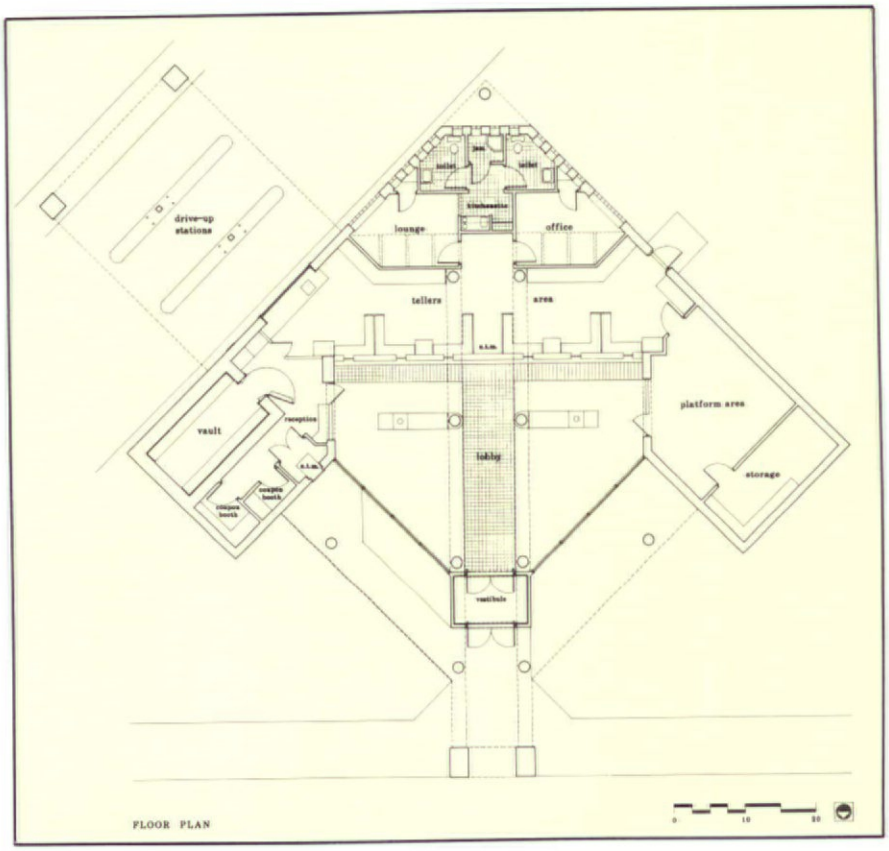
Although the new facility occupies only one-half of the older structure's area, it is equal in impressiveness, thanks to Gallo's design approach. Space planning has also increased the bank's property value—a bonus the architect provided by setting the building on an angle.

This site plan permits a desired parking lot entrance as well as surrounding landscaping which makes the area more attractive. In addition, a serious drainage problem has become an asset thanks to Gallo's design of a bridge-covered water retention pond that is now a primary landscaping feature. □



William Gallo is principal, Architects Chartered, Atlantic City, the firm in charge of Farmers' and Mechanics' Burlington Township, N.J. branch design.

For security purposes, window expanses were not installed close to teller counters or other work areas (below). However, interiors get plenty of sunshine via entranceway window-walls (opp. page), a full-length skylight, and glass-block windows above eye level. The 3,800-sq.-ft. bank building was shaped like an arrow (see right) to make tellers a focal point of the interior space plan.



SOURCES

Seating—Jack Cartwright (desk chairs), Kinetics (check-writing stools), Herman Miller (teller stools), Davis Furniture (modular, guest seating). **Carpet**—Bigelow. **Ceiling**—Atlas. **Lighting**—Peerless Longlights. **Tile**—American Olean. **Glass**—Kawneer. **Artwork**—Galman/Lepow Assoc. **Planters**—Metcor Mfg. **Ash urns**—Smokador. **Casework**—Handmade Furniture, custom designed by Architects Chartered.

Architecture and interior design—Architects Chartered; William J. Gallo, AIA, principal-in-charge; Paul Lee Heckendorn, AIA, project architect. **Furniture specification**—Business Interiors. **General contractor**—Palamar Construction. **Consulting engineer**—Borda Engineers and Energy Consultants.

CLASSIC STYLING COMPLEMENTS TRADITIONAL FLA. SAVINGS & LOAN

Designers invest in success with rich colors, furnishings

By complementing a traditional, Spanish/Moorish exterior with a warmly colored, classically styled interior, Spectrum Interior Design & Space Planning, West Palm Beach, Fla., created a solid and rich, yet progressive image for a local branch of the rapidly expanding Royal Palm Savings & Loan Assn.

The dramatic design is effective in drawing customers from the neighboring resort area of Palm Beach to the lightly traveled site. It also sets a standard of functional and esthetic quality for future branches.

"Generally, it is desirable to design a package in which the furniture of the interior scheme relates to the exterior scheme," says director of design Wendy B. Glidden, ASID, IBD. "In this case, however, it would have been very difficult to do so because

A fluorescent "skylight" (right) highlights the lobby of the Royal Palm Savings & Loan Association, West Palm Beach, Fla. A burgundy/cream palette provides warmth, offsetting the stark quality of a travertine teller counter and check-writing desk (below).

Photos by Kim Sargent

ROYAL PALM SAVINGS & LOAN

Progressive image succeeds

functionally, Spanish/Moorish-style tables and chairs would not work. Neither would they project the image desired by the institution."

Colors, materials set standard

Bathed in light from a variety of sources and awash in a palette of burgundy and cream accented with brass, travertine, and mahogany, the 4,000-sq.-ft. space radiates openness and warmth, class and comfort. The rich look is further enhanced by textured furnishings and fabrics of leather, cotton, wool, and linen.

Serving as the facility's focal point is a backlit, fluorescent "skylight" set in an 18-ft.-high, wood-vaulted, central portion of the ceiling. Two travertine check-writing desks, separated by greenery-filled planters of the same material, are located directly beneath the "skylight" and reinforce it as a focus. Flanking the desks are seating groups and lacquered cocktail tables in living room-like settings.

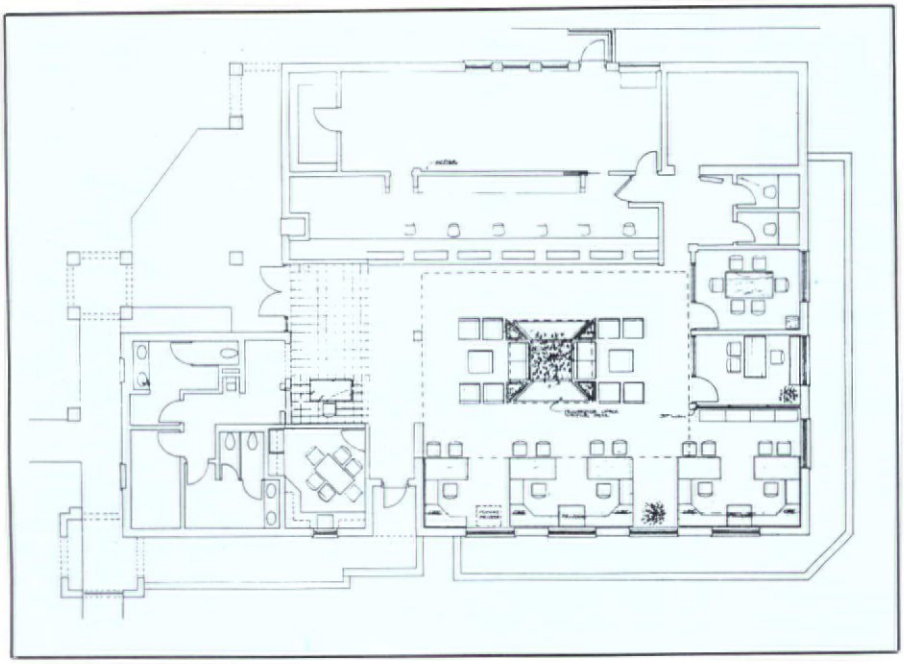
Travertine was also used for the teller counter and entryway as well as for smaller planters adjacent to seating areas. These planters create a sense of space separation while greenery adds contrasting warmth.

Designers achieved a variety of effects via multiple light sources. Aside from the "skylight" which provides artificial light, arched windows ringing the perimeter of the building and porthole-style windows surrounding the vaulted ceiling allow a great deal of natural light to enter the space. Warmer light is provided via up/down wall sconces situated between the arched windows. □

SOURCES

Desks/tables—Davis, Metropolitan, Mueller. **Seating**—Davis, David Edwards, Brayton, Brickel, Madison. **Upholstery**—Robert Allen, Brunschwig & Fils. **Window treatment**—Brunschwig & Fils, PLR. **Wallcovering**—Decorator's Walk. **Carpeting**—Karastan. **Wall sconces**—Atelier International. **Desk accessories**—Smith Metal Arts. **Bank equipment**—Allyn Bank. **Custom framing**—Morrell Studios.

Interior design—Spectrum Interior Design & Space Planning; Susan S. Smith, ASID, IBD, principal; Wendy B. Glidden, ASID, IBD, director of design; Jody P. Roberts, ASID, associate designer. **Architecture**—Anstis, Ornstein, & Associates. **General contractor**—Daniel O'Connell.



Spectrum's design team, including Susan S. Smith (left), ASID, IBD, principal, and Wendy B. Glidden (right), ASID, IBD, director of design, chose a travertine check-writing desk (below) to reinforce the focal point already created by a central skylight. Loan officers work with electronic equipment at mahogany desks (opp.).

NEW SAVINGS & LOAN ACHIEVES MARKET PRESENCE

In an unfriendly economy, bank launches operations with a boost from design that caters to special needs

Client specifications called for a facility that expressed spaciousness, while clearly defining bank functions by strategic positioning of teller line, service desks, and check-writing stands.

Collaborating with designers, the president of Investors Savings, Minneapolis, Minn., endeavored to shape a design statement that would reflect the new bank's image. Business directions were redefined just prior to the project, and, under a new name, the bank was embarking on a career as a savings and loan institution.

Notes Teresa M. Hirsch, principal and director of design, Corporate Interiors, "The new president was not from a commercial banking background, but rather came from the financial investment field. Thus, he—as well as the design team—had to thoroughly research existing facilities and current banking practices among competitors in the field."

Launched when the economy was forcing many savings and loan institutions out of business, the new firm had to establish itself with a strong presence in the marketplace. The design response to this requirement took the form of customized new accounts desks and other treatments, lighting styled to accentuate transaction areas, and an overall floorplan that captures space from the facility's second-floor public skyway—one of Minneapolis' trademarks.

Due to the constraints imposed by a 1929 building site, designers had to be resourceful in finding methods to expand space. Skyway access was played up by means of a circular entryway, carpeted in the same floorcovering material as was used for the public exterior space in the skyway.

"This was an unforeseen bonus," says Hirsch. "I happened to be involved in completing a job for the building at the same time as the Investor Savings project came up, so I just seized the opportunity to relate public space to the bank's interior, thereby communicating the feeling of extra space."

Lighting, furnishings custom-created for client needs

A variety of lighting treatments contribute to maximizing 2,100 sq. ft. of usable space in this headquarters branch.

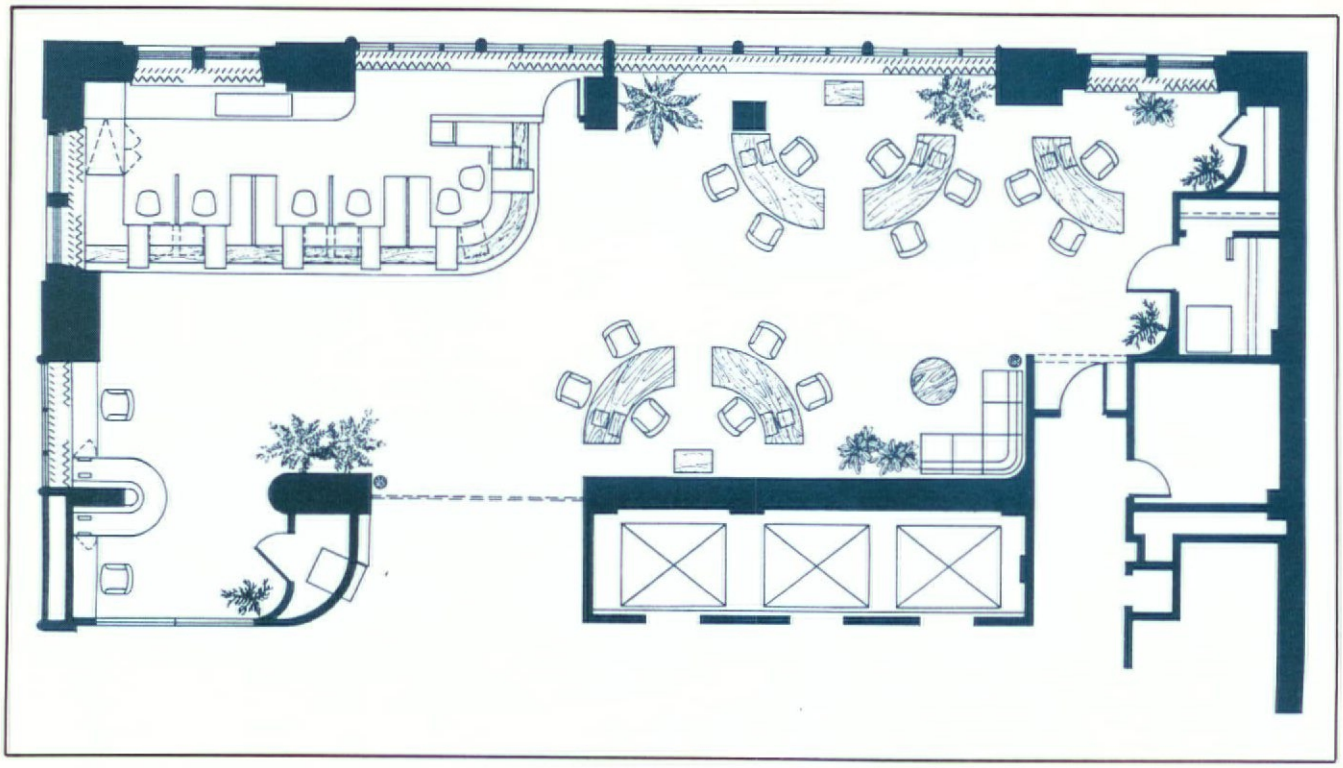
Above the centrally located teller line, a soffit houses fluorescent fixtures. In addition, fluorescent downlighting is provided in tambour wood millwork at teller stations. Complex lighting installation was done on-site by craftsmen according to the designers' custom program.

Similar fluorescent soffits appear above check-writing stands. Here, a curvilinear treatment of soffit and counter conforms to an existing column in a clever device to accommodate original architecture.

Intensive research into furnishings needs of competing bank

View of teller stand (opp., top and bottom) shows special treatment given by designers to lighting that was custom-designed to integrate into millwork soffits and counters. Teller station design had to pass strict equipment and work requirements. Stations feature partition heights which afford teller privacy. Counter was positioned to be prominently visible from entryway—another client stipulation for this headquarters facility of Investors Savings.

Photography by Michael Neilson



INVESTORS SAVINGS

Custom treatments are part of design response

operations revealed a requirement for custom-designed new accounts desks that handle personnel workflow efficiently. Every new accounts staffer shares a computer printer with another worker; the semi-circular desks designed for personnel enable them to reach printers more easily. In addition, desk configurations help assure confidentiality of customer transactions. By nature of their shape, desks require more space between them in the plan.

No effort was spared in providing extensive detailing on furnishings. Counters feature brass detailing at the base of soffits and at worksurface heights. Brass also appears in cubbyholes of check-writing stands. Wood bullnose treatments surround the teller stands and other millwork areas.

Satisfying the client's desire for sophistication and warmth in the new branch, color schemes employ gray as a background with burgundy accents. Artwork was commissioned under executive direction and was completed by a local artist. Flair, as well as spaciousness, was achieved by use of a brass access ceiling. The latter also serves as a practical advantage, permitting ease in maintenance of ceiling systems.

Floorplan stresses position of teller line

A teller line plan makes counters immediately and prominently visible to clients, while the new accounts area is off to one side of the facility.

At teller stations, partition heights were specified to provide a degree of individual privacy, without seeming to confine occupants.

Within the teller area, a processing control unit for CRTs had to be accessible for maintenance purposes behind teller stands. The solution reached located the unit at the end of the teller stand to avoid over-heating of the area. Custom designed cabinetry for the unit provides access from all sides.□

Corporate Interiors designers working on the Investors Savings project, Randolph Liedl and Teresa Hirsch, researched banking operations locally to arrive at design solutions for their client, a newly formed savings and loan institution. Among novel responses to client needs are custom-designed circular new accounts desks (opp., bottom) and radius curve check-writing stand with soffit (top) which conceals an awkward column of the 1929 building site.

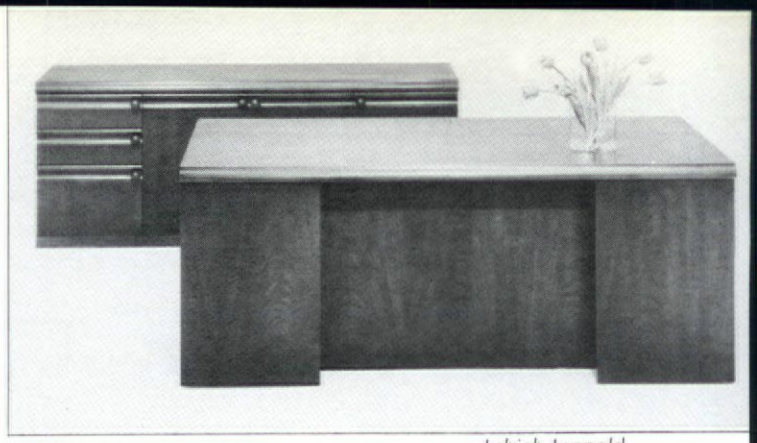
SOURCES

Seating—David Edward, Marden Mfg. **Desks, casegoods**—Kloster-Madsen. **Wallcoverings**—Maharam. **Window treatments**—Graber. **Fabrics**—International Fabrics, Maharam. **Carpeting**—Patrick Carpet Mills. **Accessories**—Peter Pepper Products, Smokador. **Signage**—Architectural Signing MN. **Planters**—Architectural Supplements. **Plants**—Plantscape Inc. **Lighting**—Halo. **Ceiling**—Donn Corporation. **Artwork**—Lou Roman.

Interior Design—Corporate Interiors Inc., Edina Minn.; Teresa Hirsch, Randolph Liedl. **Contractor**—Kloster-Madsen, Bloomington, Minn.

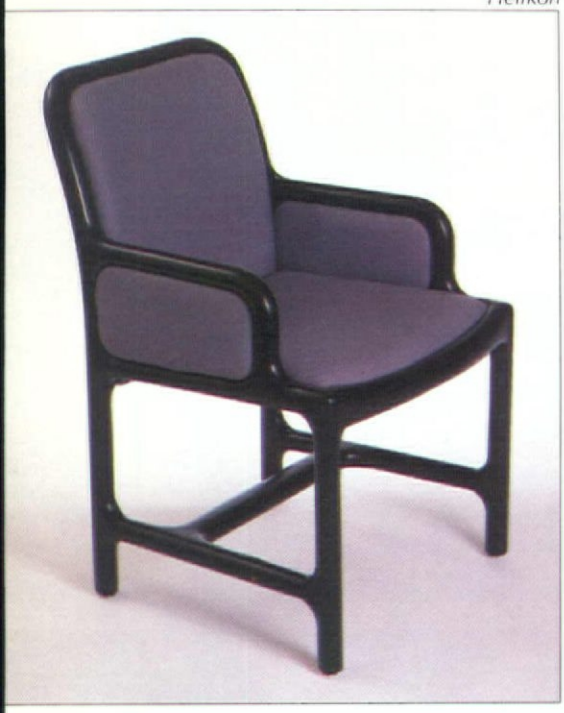
INFORMATION

Helikon

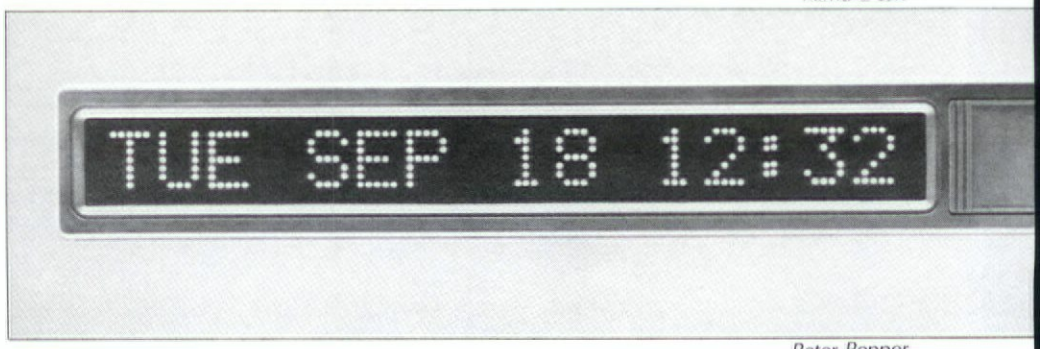


Gulden

Lehigh-Leopold



Alma Desk



Peter Pepper

MAKE STRONG BANK STATEMENT

Oil & lacquer put finishing touches to seating, desks,

Lehigh-Leopold—Coda Collection by Penney and Bernstein is offered in white maple, Honduras mahogany, American black walnut, rift-cut oak, and painted finishes. **Circle No. 232.**

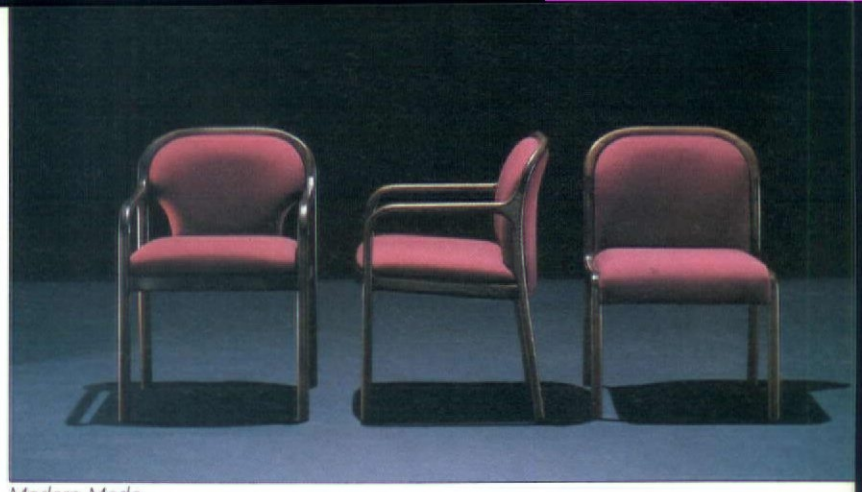
Helikon Furniture Co.—Delphi chair line has been expanded to include the closed armchair shown here. Featuring a molded seat and rounded wood members, Delphi is available in standard finishes on a maple or ash frame. **Circle No. 220.**

Gulden—Belmont table is available in several sizes with either a beehive or carved acanthus leaf motif pedestal. **Circle No. 461.**

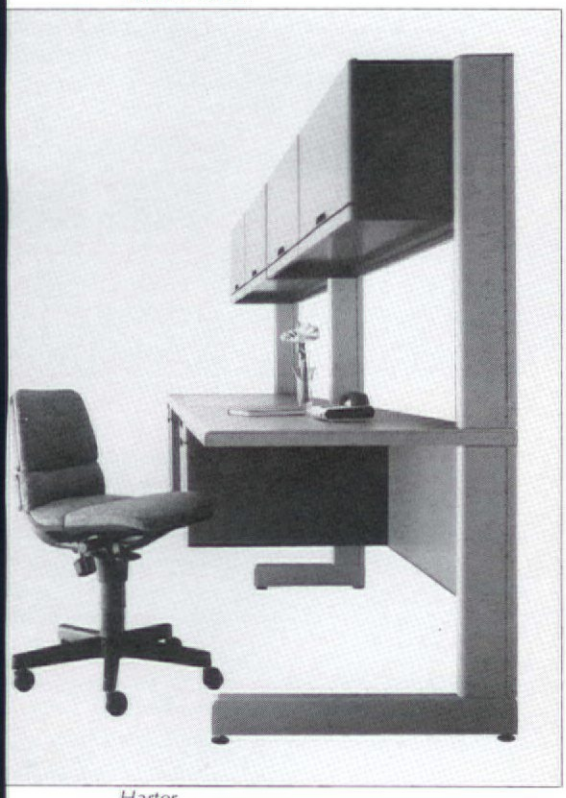
Alma Desk—Modulo Nine series by M. Fillmore Harty incorporates four tables in textured or high-gloss Nevamar laminate. Ganging device locks sections together. **Circle No. 244.**

Peter Pepper Products—Automatic, perpetual calendar clock displays day of week, month, date, and time. Available in a black, ABS plastic case with 1¼-in.-high red characters. **Circle No. 200.**

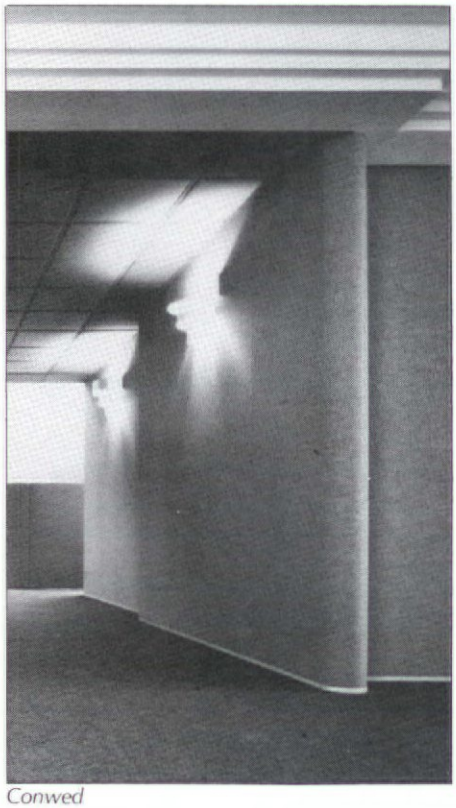
Sofas & Chairs



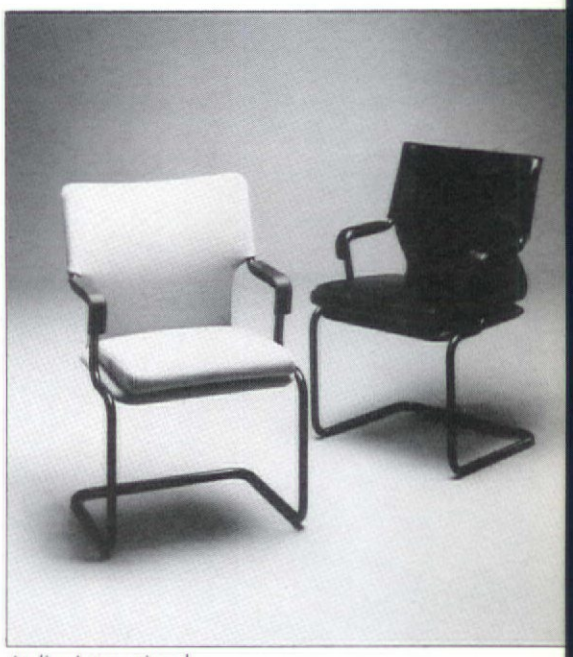
Modern Mode



Harter



Conwed



Atelier International

WITH SOLID WOODS, TEXTURES

& tables for wide range of bank installations

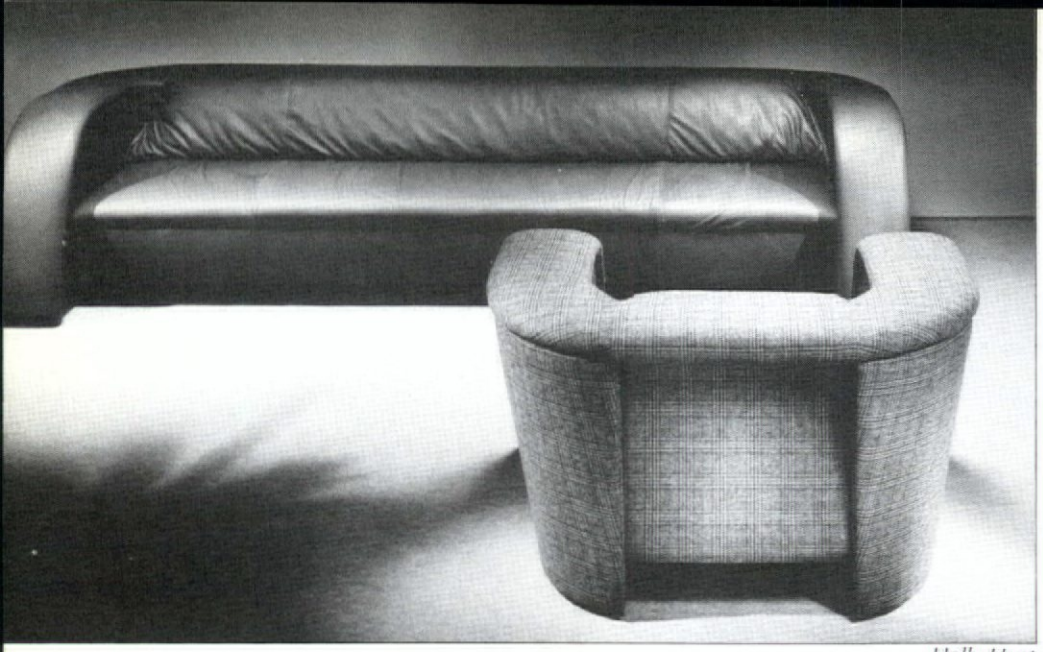
Sofas & Chairs—Firm's International Designer Imports division offers marble tables from Italian manufacturers. Pedestal table shown is one of more than 60 styles available. **Circle No. 211.**

Harter—I/F system of freestanding furniture features worksurfaces, drawer pulls, and drawer fronts with vinyl and radius edges. Also in the line are VDT and microfiche reader stands, VDT turntables, and printer stands. **Circle No. 212.**

Modern Mode—Upholstered chairs in the Westport collection are banded with a hand-finished wood frame. Chairs are available in cherry, ash, mahogany, walnut, and oak solids. **Circle No. 217.**

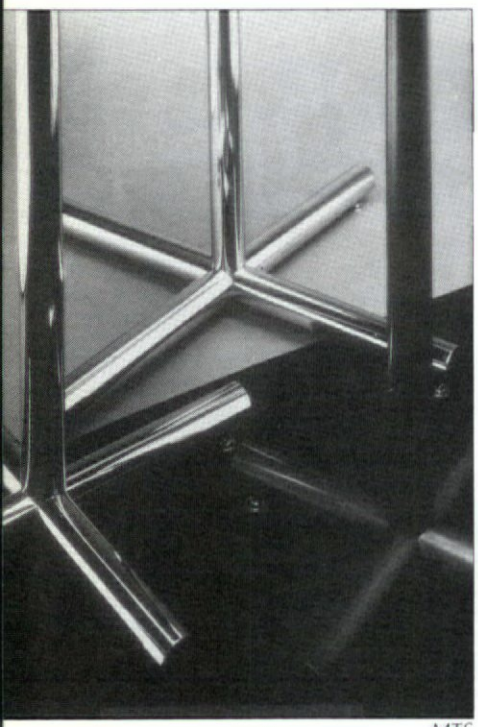
Atelier International—A matte black, enamel frame finish is offered as an option to the original chrome frame of Archizoom, a conference/pull-up seating collection. Chair shown is offered in two versions. **Circle No. 213.**

Conwed—Eight new woven fabric shades are now available for use with Silent Elegance™ acoustical walls and ceilings. Products have NRC ratings of .60 to .70 and STC value of 35 to 40. **Circle No. 236.**

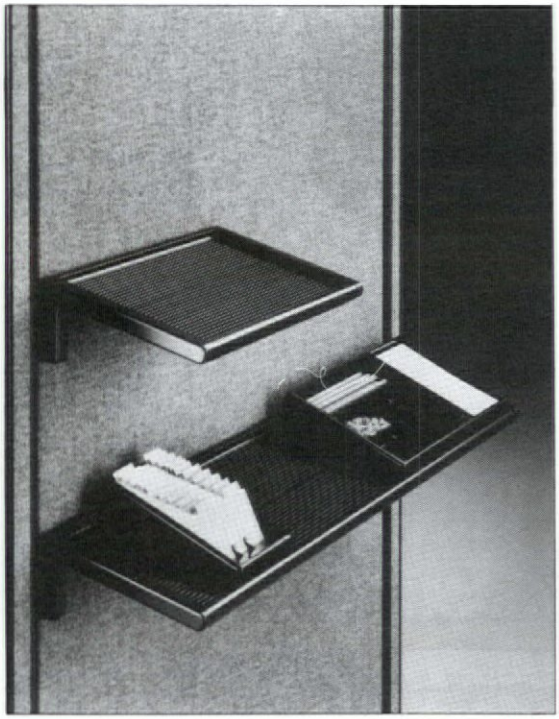


Holly Hunt

Amcoa



MTS



Smokador

Brayton

BANK FURNISHINGS

Mahogany, walnut have lasting appeal

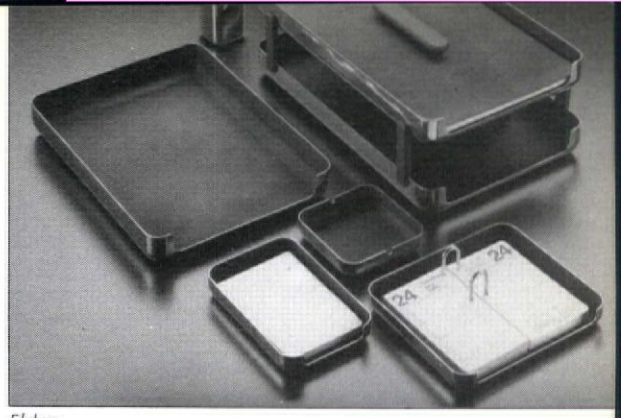
MTS Seating—1000 Series of table bases is available with 2- or 3-in.-diameter columns and offers single bolt assembly. Manufactured of 11-gauge steel, all ends are ground and polished. **Circle No. 462.**

Holly Hunt Ltd.—Grande lounge sofa and chair feature a wrap-around, waterfall arm design. Both products are 25-in. high, 40-in. deep; sofa is available in 70-, 90-, and 120-in. lengths. **Circle No. 207.**

Smokador—Five new colors have been added to firm's desk top and building accessories lines. These rust, burgundy, teal, fawn, and taupe colorations are available as 1½-in. sample chips which can be inserted in the firm's catalog binder. **Circle No. 229.**

Amcoa—Glass divider in marble stand can be imprinted with bank logo or decorative scene. Shown is "Bella Donna Lady in Glass." **Circle No. 210.**

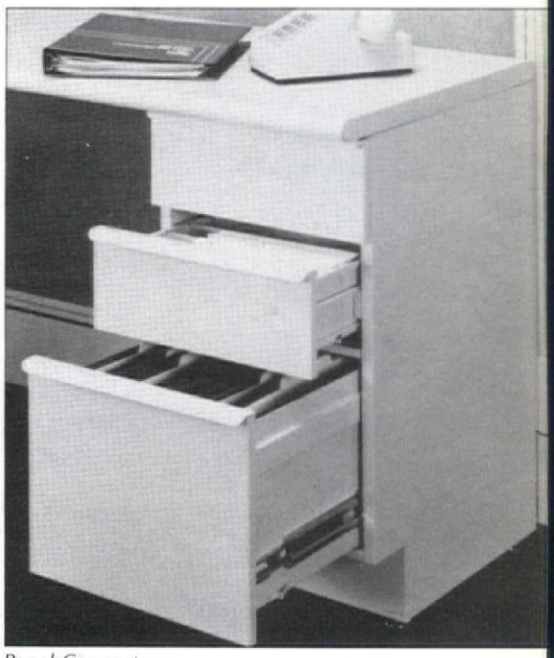
Brayton International—The two pedestals and worksurface shown here in cordovan walnut with ebony surface are part of the Signum desk collection. Also featured is a center drawer. **Circle No. 218.**



Eldon

Stow/Davis Jofco

Scope



Panel Concepts

Stow/Davis—Transition line of desks is available with a choice of five Italian marble tops and six exotic wood veneers. Series also offers three desk sizes and three coordinating credenza styles. **Circle No. 219.**

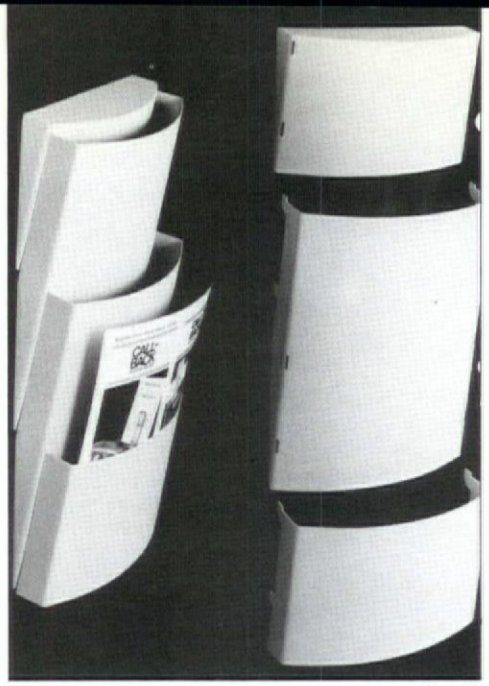
Scope Furniture—Swivel-tilt armchair features a base of solid stainless steel with mirror finish. Product is available in fabric and leather. **Circle No. 396.**

Eldon Office Products—Firm's accessory products include Mediabank™ organizers. All units have rounded corners that add a soft look to interiors. **Circle No. 228.**

Jofco—Transitional 9000 collection features an inset top, the center portion of which is a removable insert of matching wood. Gold-tooled leather inserts are also offered. Available worksurface finishes include oil walnut, oil oak, and lacquer mahogany. **Circle No. 206.**

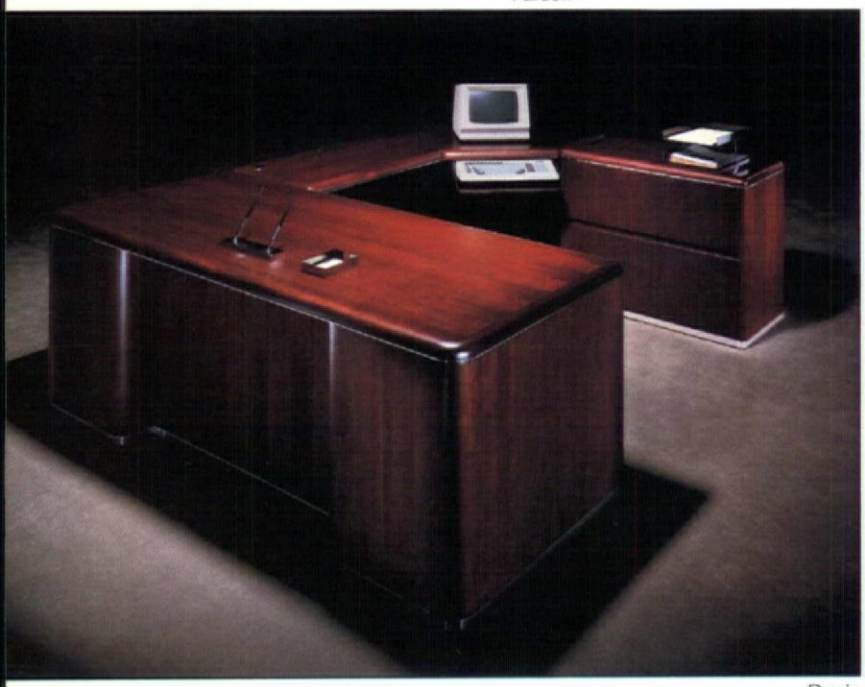
Panel Concepts—Floor pedestal may be specified to house a variety of filing materials. Product is designed for use with SYSTEM 2PLUS panels and is offered in desk and keyboard heights. **Circle No. 240.**

Falcon

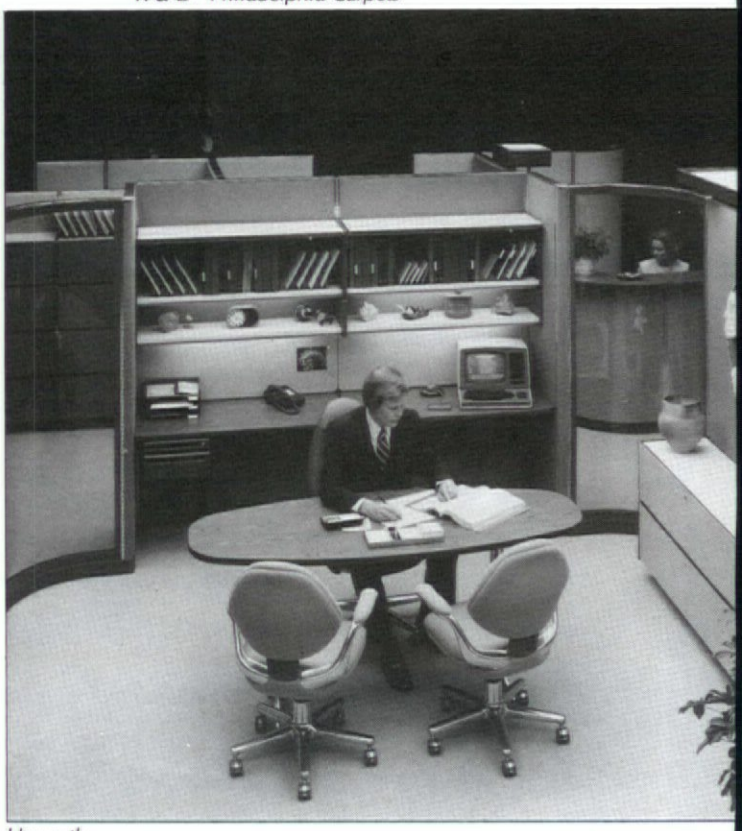


R & D

Philadelphia Carpets



Davis



Haworth

BANK FURNISHINGS

Designs enhance productivity

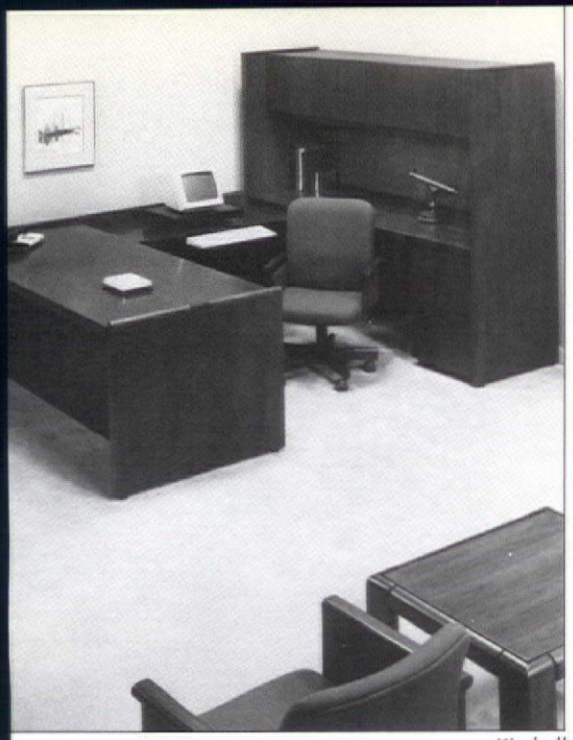
Falcon Products Inc.—Fully upholstered lounge chairs, including this pedestal chair on casters, combine style and comfort for a variety of applications. A wide range of finishes and upholsteries meet specific needs. **Circle No. 209.**

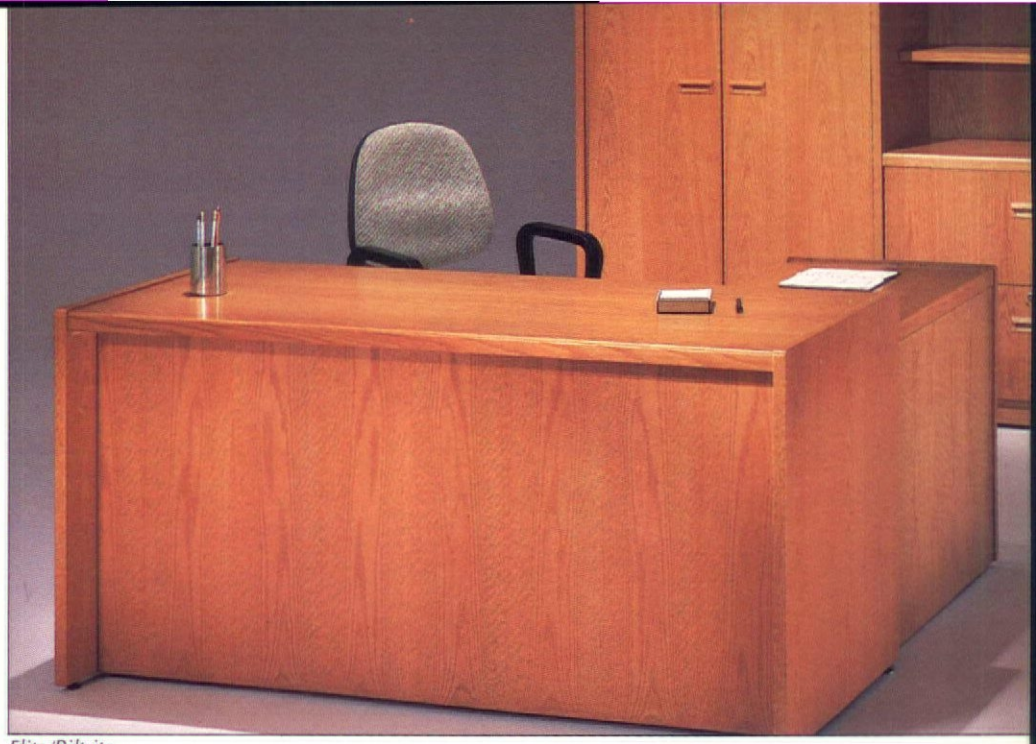
R & D Products Inc.—With its curved design, Perky filing pocket prevents papers from falling over. In black or putty, product is available as a starter pocket or add-on pocket. **Circle No. 221.**

Davis Furniture Industries—Woodtech 4000 offers more than 80 units adaptable to a variety of environments. Units include basic desk and credenza plus extensive modular electrified system for data processing.
Circle No. 204.

Philadelphia Carpets—Independent American Savings Bank reinforces its corporate image by using a burgundy and white logo as a floorcovering design. Carpet is of Anso IV nylon.
Circle No. 239.

Haworth—UniGroup system adds a vertical dimension to storage and componentry; power panel system offers three, integrated electrical circuits dedicated by the flick of a switch.
Circle No. 205.





Kimball *Elite/Biltrite*

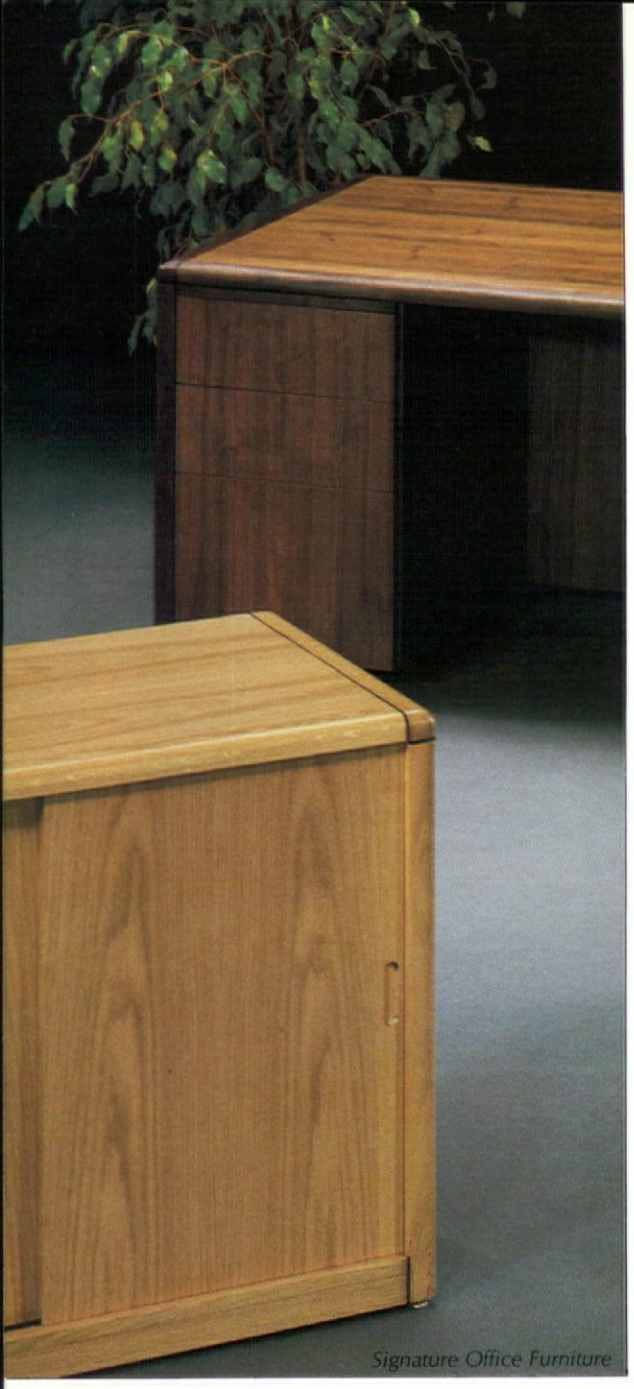
Krueger *Workbench*

Kimball—Rich Thompson created 7500 series from two distinct furniture groups, one which features modular components and one which is offered assembled. Made of walnut, they incorporate all elements needed in open plan, private, and computer office applications. **Circle No. 223.**

Krueger—Elite system of freestanding desks, storage units, and worksurfaces is offered with lacquered, leather, glass, or veneer surfaces. **Circle No. 245.**

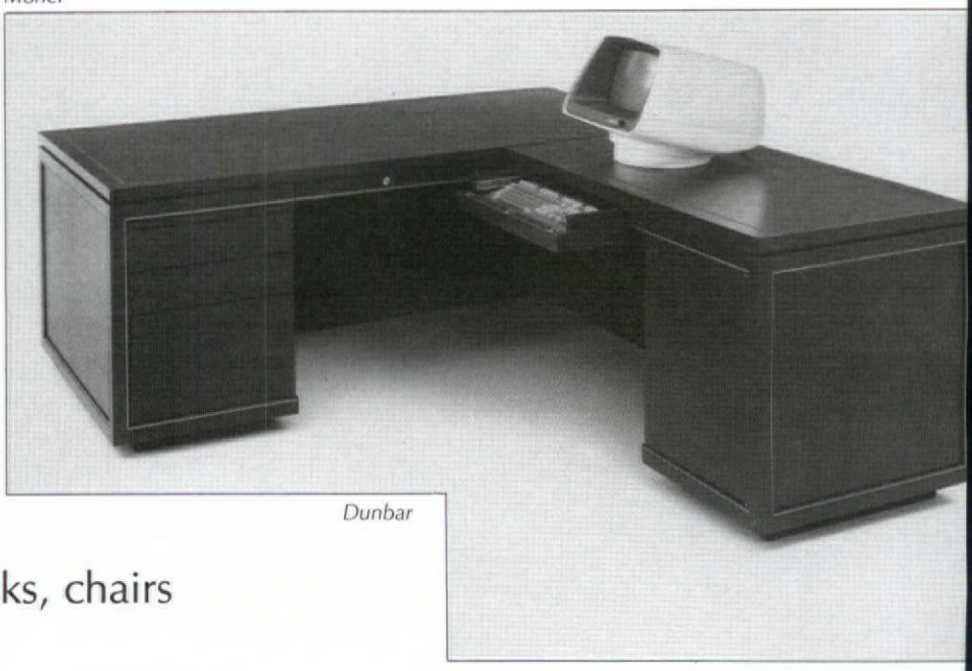
Elite/Biltrite—Furniture designed to enhance productivity is featured by this firm. A wide variety of product and styling options are available. **Circle No. 243.**

Workbench—A complete selection of seating and desk designs for contract use are available from the firm. Chairs are offered with a variety of upholstery fabrics. **Circle No. 246.**



Signature Office Furniture

Monel



Dunbar

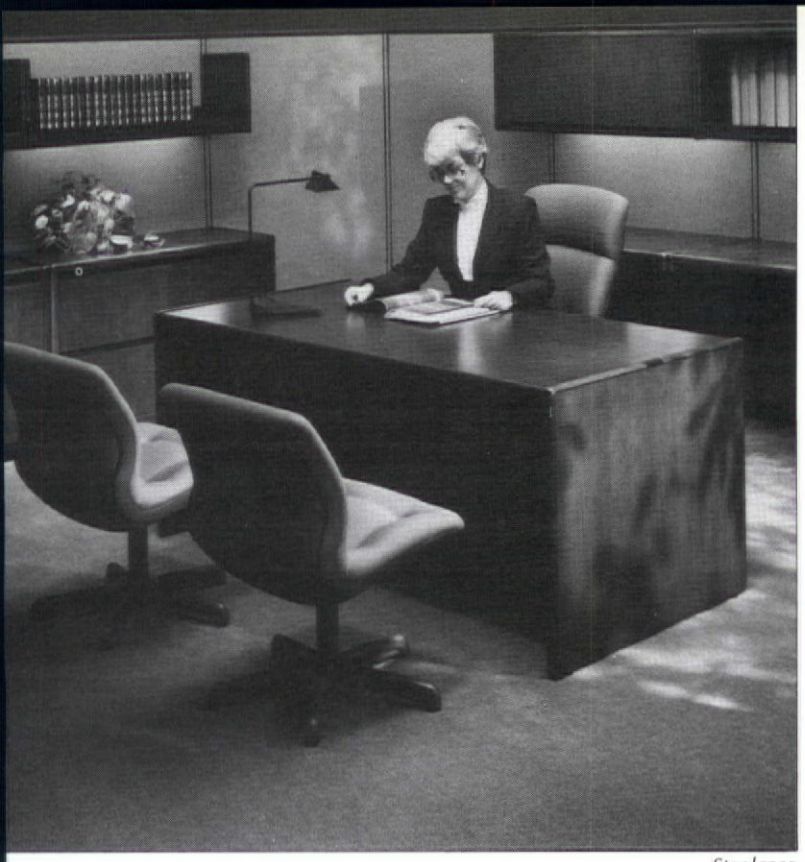
BANK FURNISHINGS

Brass highlights desks, chairs

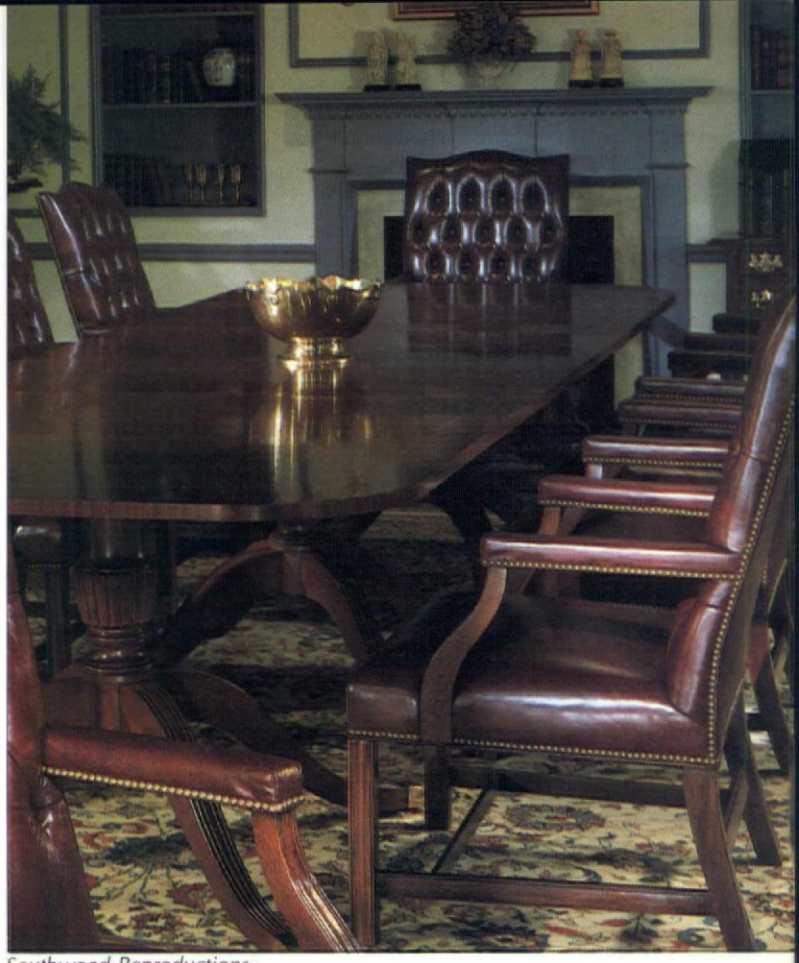
Monel Contract Furniture—Como seating is offered in one-, two-, and three-seat variations. Frame is hardwood with polyurethane cushioning and Dacron overlay. **Circle No. 234.**

Signature Office Furniture—Made of white oak or black walnut veneers and mouldings with lacquer finishes, Series G includes workstations and storage components. Wire management is featured. **Circle No. 241.**

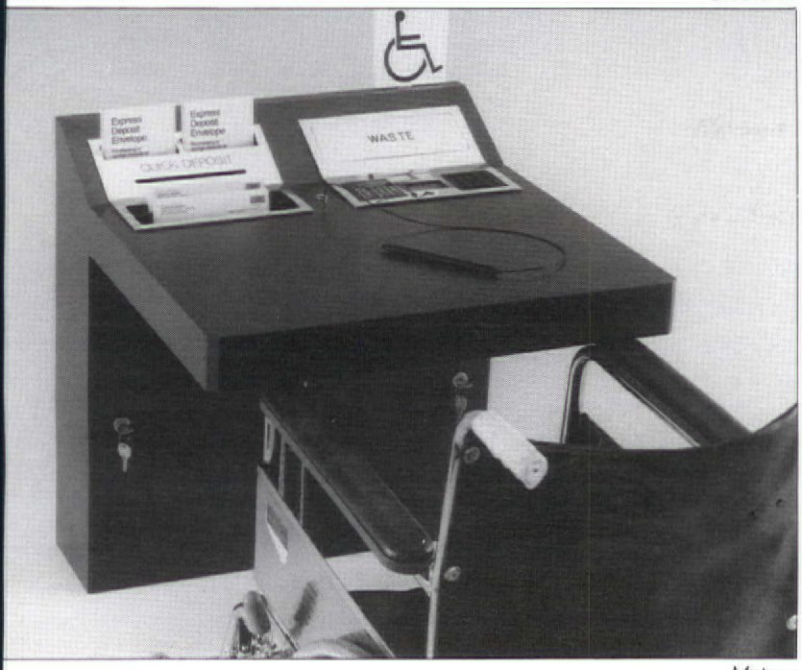
Dunbar—Bankers Edition executive height desk incorporates a CRT unit and pull-out keyboard drawer. It is crafted of mahogany with bronze inserts. **Circle No. 458.**



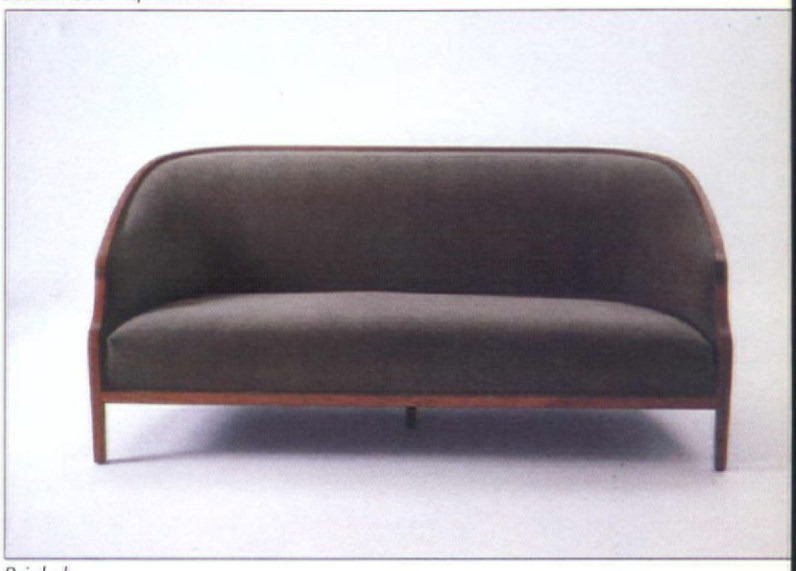
Steelcase



Southwood Reproductions



Metcor



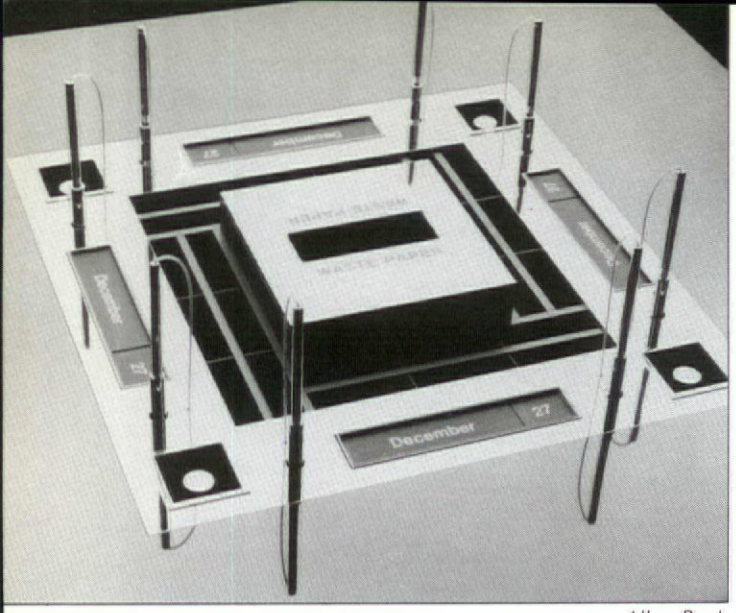
Brickel

Steelcase—Valencia is the newest addition to firm's group of wood office systems. Offering full electronic support and wire management capabilities, mahogany and oak system incorporates wood-trimmed structural panels in four heights covered with tackable, acoustical fabric. **Circle No. 230.**

Southwood Reproductions—Tufted armchair features a Honduras mahogany base and hand-rubbed finish. Leather upholstery has brass nail trim; coil springs are hand-tied. **Circle No 463.**

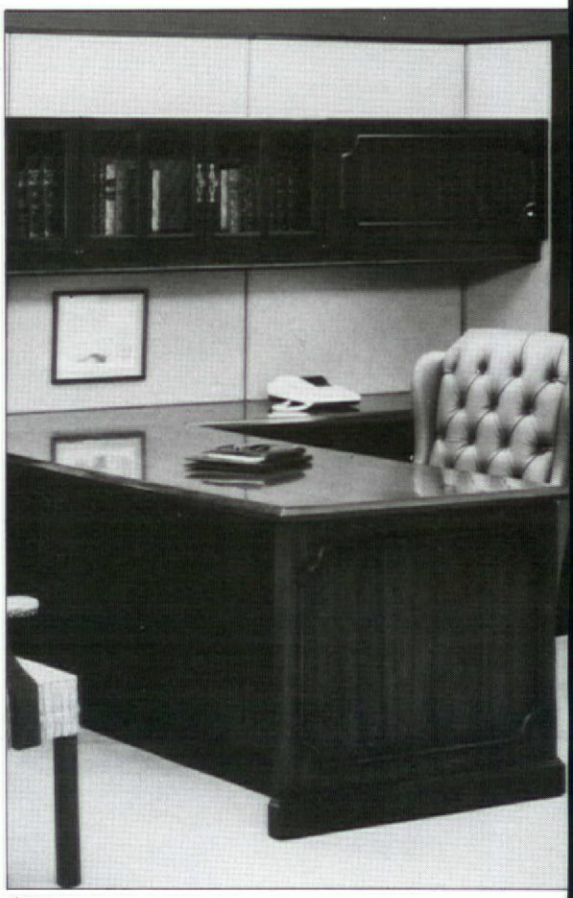
Metcor—Bank checkstands are available in six styles. Model shown is designed for handicapped access in high-pressure laminate and installs within 30 minutes. **Circle No. 233.**

Brickel—Bankers Series' sofa and lounge chair have carved cherry wood frames. A choice of finishes is offered. **Circle No. 238.**



Allyn Bank *Stendig*

K & S Photo Interiors



Artec

BANK FURNISHINGS

Upholsteries meet user needs

Allyn Bank Equipment—Data-Write features magnetically changeable, sub-surface calendars, ashtrays, and compartmentalized form holders. Product is available in mirror-polished aluminum, anodized aluminum, solid brass, or stainless steel. **Circle No. 460.**

Stendig—Inverted ziggurat bases and wedge-shaped end panels distinguish GEO sofa series. Materials include hardwood frames, tubular steel bases, and fabric or leather upholstery. **Circle No. 227.**

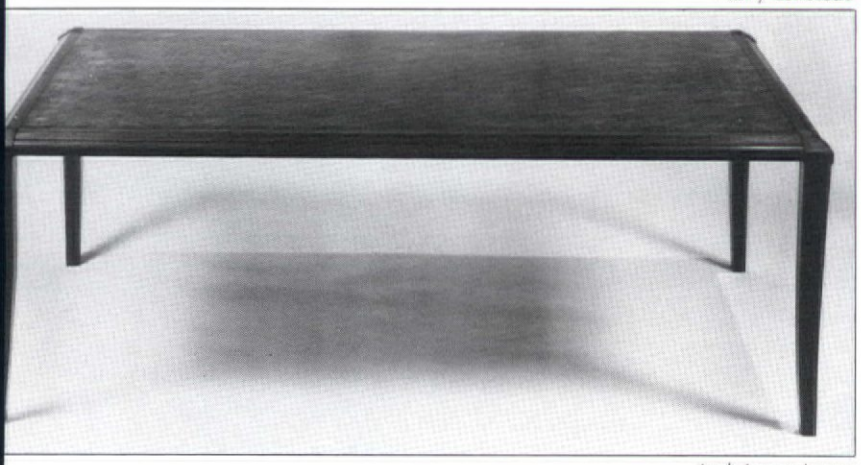
K & S Photo Graphics—Firm can reproduce any artwork selected by specifier as a large-scale photo mural. Installation shown is accounting firm Arthur Anderson Co. **Circle No. 235.**

Harry Lunstead Designs—Tripoli casegoods series includes desks, credenzas, files, and bookcases. Cases feature glued and dowelled construction, oak drawer boxes, thick edge bands, and standard wireway grommets. Available finishes are oak and walnut. **Circle No. 203.**

Artec—TFS (traditional furniture system) is crafted in walnut with bevelled top cap and decorative moulding. Desk has a central locking system. **Circle No. 222.**

Edward Axel Roffman *Spec'built*

Harry Lunstead *Howe*



Jack Lenor Larsen *Borroughs*

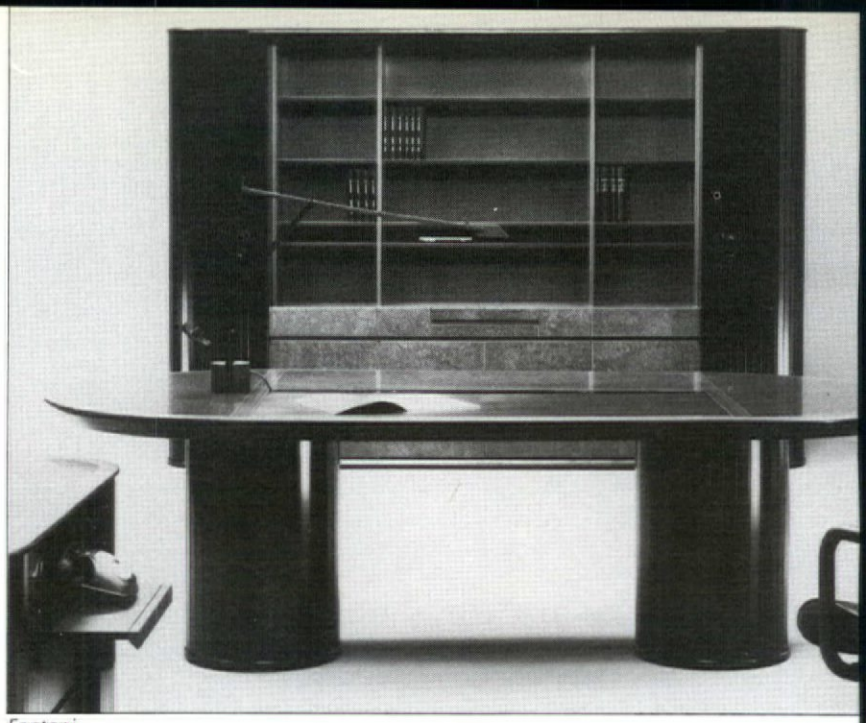
Edward Axel Roffman Associates—The 59 Franklin group includes this desk of transitional design with brass hardware and dictation slide in top drawer of each pedestal. Locks are included. Desk is offered in mahogany, walnut, and English oak. **Circle No. 214.**

Spec'built—Custom-built trading desk features plastic laminate worksurface and hardwood edge. End panels are of mahogany veneer with brass reveal and hardwood edging. **Circle No. 464.**

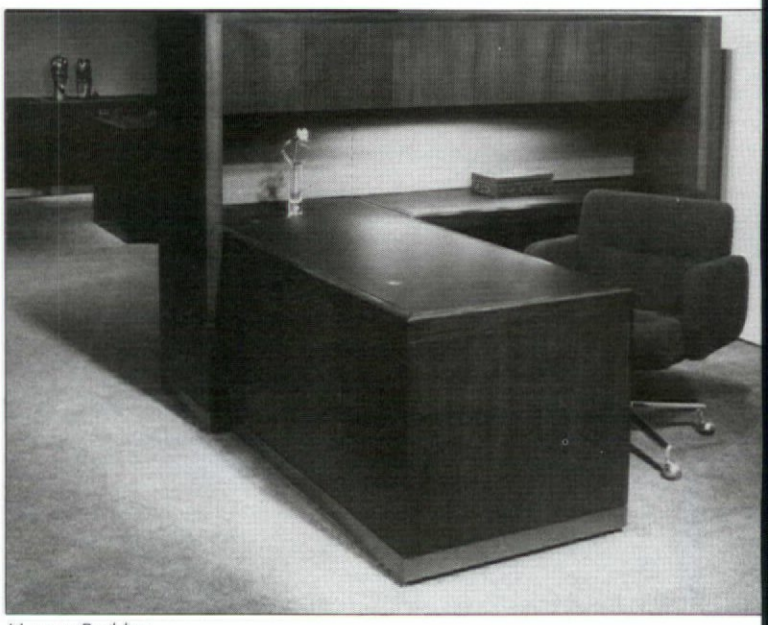
Howe Furniture Corp.—Table/desk of the Cherner collection is shown with a light oak veneer top and double-leg inserts in chromax. Table is available in four series with varied mechanisms and in different shapes. **Circle No. 216.**

Borroughs—Sigma 2000™ system can be attached to an office's existing panels or used with the manufacturer's line of acoustical walls. Worksurfaces in various shapes and sizes are available in two depths. **Circle No. 225.**

Jack Lenor Larsen—John Wall and Michael Goldfinger provided President table with a choice of solid mahogany frames. Tops are offered in bird's eye maple and Carpathian elm burl. **Circle No. 231.**



Magna Design *Fantoni*



Vecta Contract *Harvey Probber*

BANK FURNISHINGS

Support given with contoured seats

Magna Design—System 8 desk series is a modular system of classically styled desk shells available in a combination of solid hardwood and WoodPlus finishes. The series offers four models: executive, executive L, credenza, and secretarial L. **Circle No. 422.**

Vecta Contract—Executive desks, credenzas, and storage cabinets in light or dark oak, walnut, cherry, and mahogany form Sequel series. Book-matched furniture is shown with Raftery seating. **Circle No. 224.**

Fantoni—Leather is an integral element of the DS series. Worksurface is constructed of medium-density fiberboard veneered with Birdseye maple and framed with inlaid fillet and solid wood edge. **Circle No. 395.**

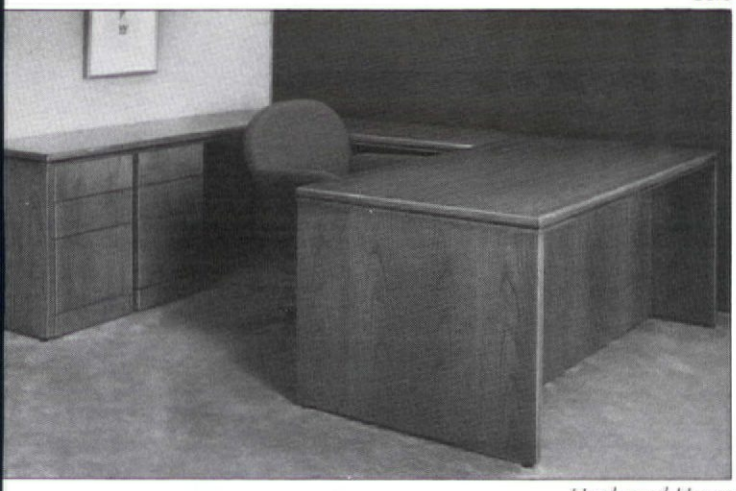
Harvey Probber Inc.—Solid bronze, custom pulls plus mahogany solids and veneers are features of the Bankers series of executive workstations. Double-wall construction permits unlimited concealed wire management. **Circle No. 208.**

Tuohy—Dorian collection is available in a selection of woods with finger-jointed oak drawers and drawer dividers. Gang locking device is available. **Circle No. 226.**

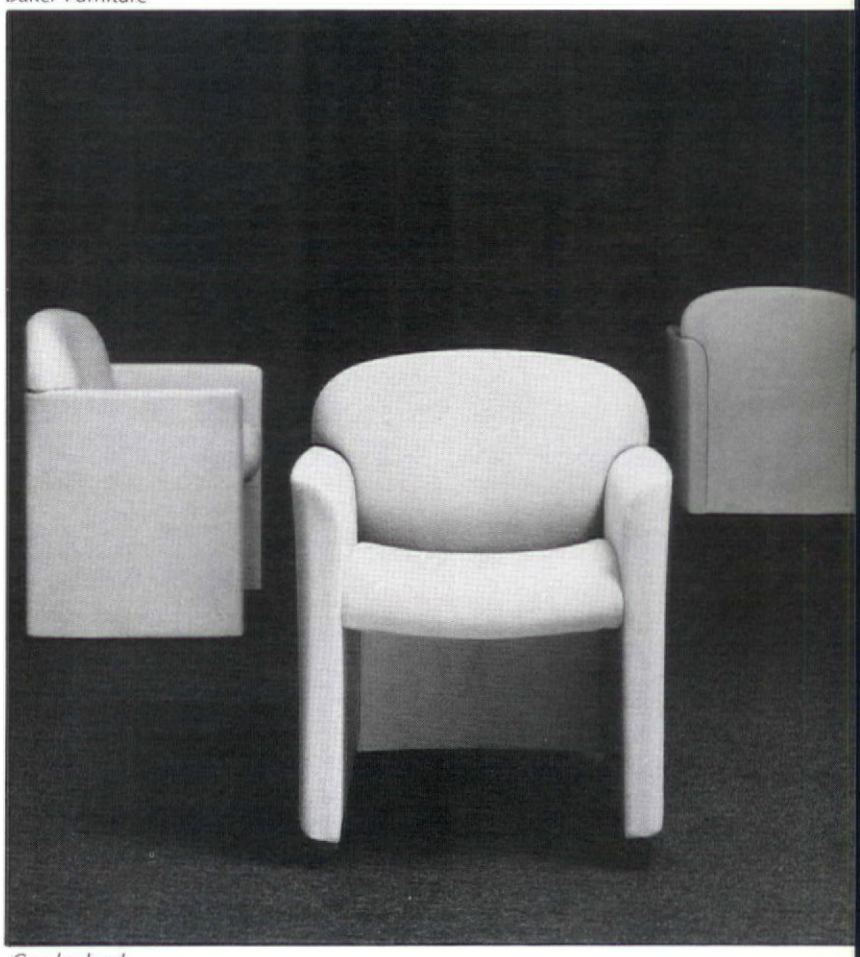
Tuohy

Baker Furniture

Cole



Hardwood House



Cumberland

Baker Furniture—Palladian desk and credenza are crafted of hand-matched, hand-rubbed Carpathian elm burl veneers with black walnut inlays and brass detailing. **Circle No. 237.**

Cole Business Furniture—In addition to the single pedestal and return shown, Access line includes double pedestal desks plus a variety of returns and credenzas in many sizes, heights, and finish options. **Circle No. 201.**

Hardwood House—Desks, credenzas, returns, and occasional tables of the Vestra collection are available in walnut or cherry. Tops which are 2-in. thick feature radius-edge detailing highlighted by rounded hardwood trim. **Circle No. 202.**

Cumberland Furniture Corp.—#2658 chair on glides or casters features a seat and back contoured for optimum support. Chair is constructed of molded foam over a steel frame. **Circle No. 215.**

WHO'S WHO IN CONTRACT DESIGN:

THE WEST

Profit enhancement via furniture sales grows in western states, Hawaii, & Alaska; 63.6 percent polled will use computers in design

By **LEN CORLIN**
Co-publisher/Editor

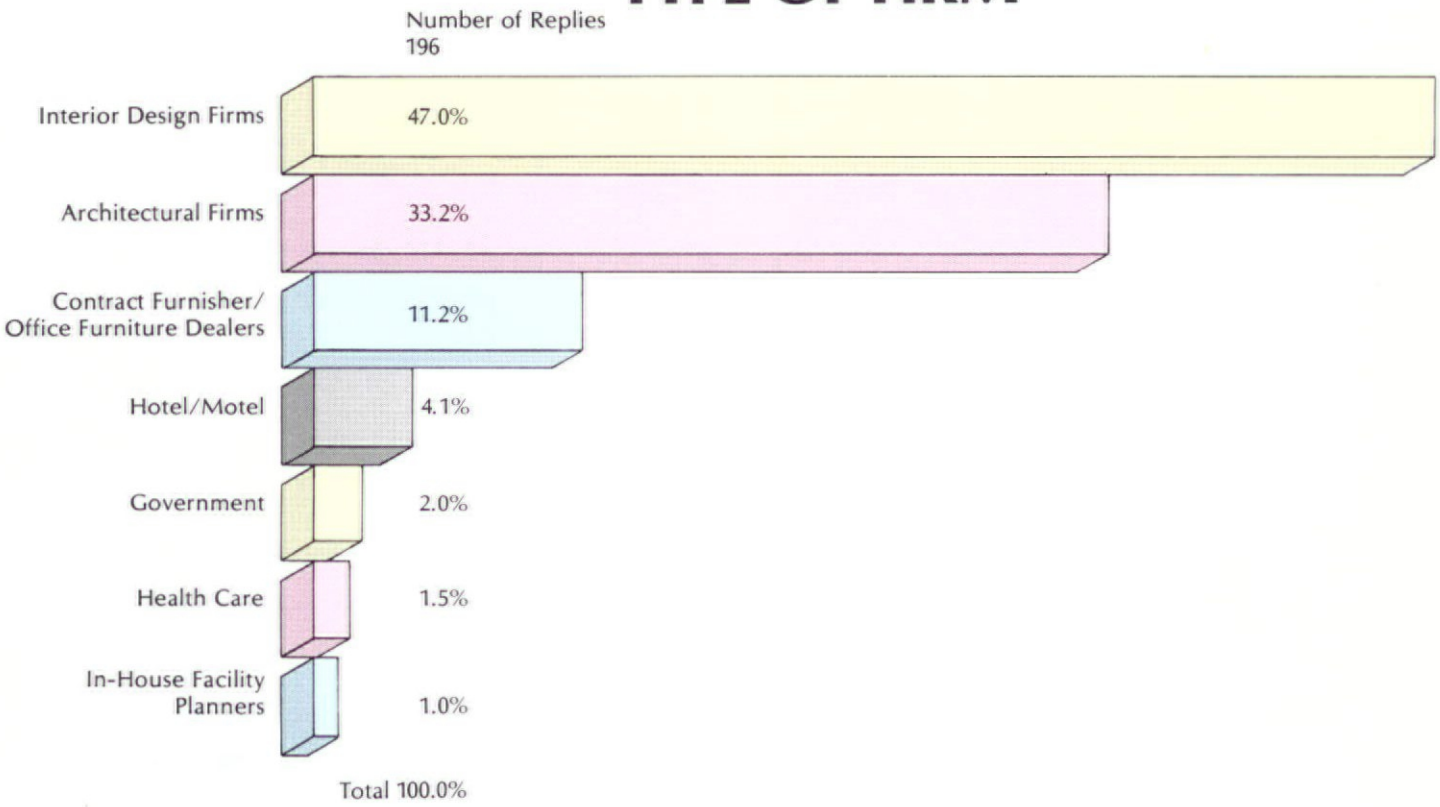
More than 50 percent of architectural and interior design firms polled in CONTRACT's eighth annual Who's Who survey of contract specifiers sell furniture and furnishings as an integral part of their design services. Centered in the far western states, the survey reveals that 72 respondents account for a furniture and furnishings sales volume of $112,621,520. A total volume of $243,613,000 is generated by furniture/furnishings sales for almost 100 design and planning firms.

Of a group of 184 respondents, 44 percent reported that their work is concentrated in office design and planning, with all other disciplines—ranging from restaurant to library design—accounting for no more than 8.9 percent in any one category. The latter percentage was reported for restaurant design, followed closely by hotel/motel at 8.2 percent. Responding contract furnishers and office furniture dealers in the West are more heavily concentrated in office planning and design, with 62.4 percent of dealer respondents reporting office design as their major concentration.

While some observers claim that finished designs of western practitioners tend to be more dramatic and flamboyant than those in other parts of the United States, the developing business practices of western design firms are mirroring trends in the rest of the country generally. Profit enhancement is proving to be the universal name of the space design and planning game.

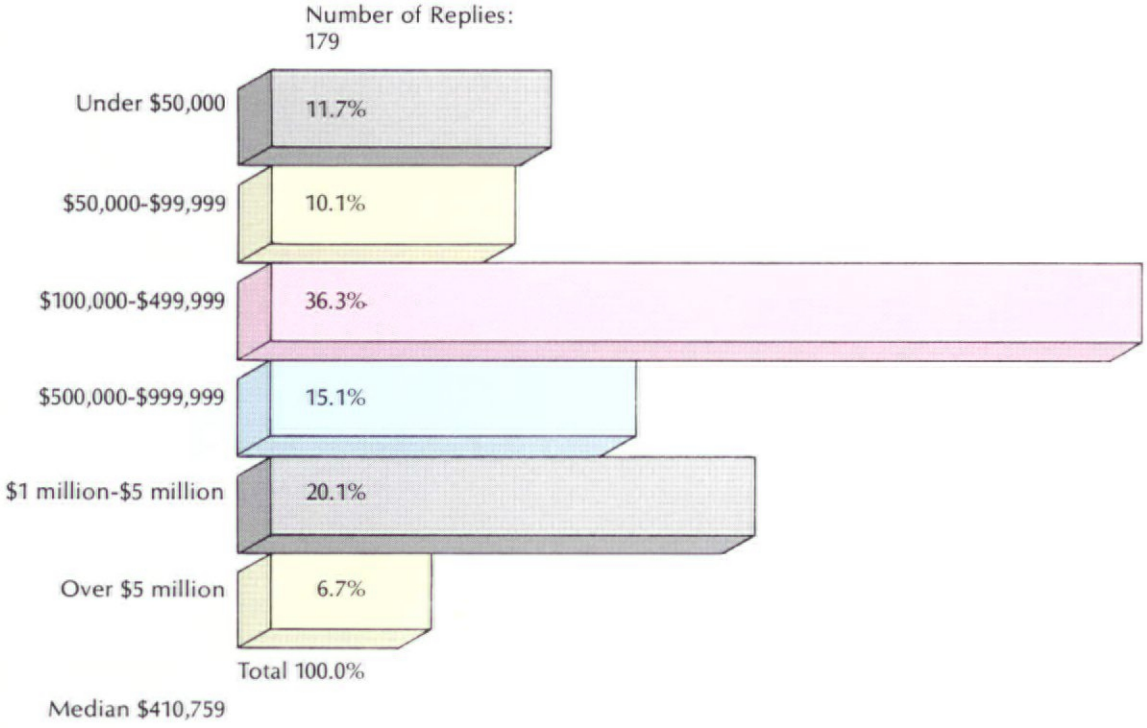
(Continued)

TYPE OF FIRM



DESIGN SERVICE FEES

WHAT IS YOUR CURRENT ANNUAL CONTRACT DOLLAR VOLUME FOR DESIGN SERVICES ONLY? (EXCLUDING FURNITURE/FURNISHINGS SALES)



WHO'S WHO WEST

New methods explored in profit generation

For western designers polled, average furniture and furnishings sales were $2,485,847 per respondent. Furniture and furnishings specifications, however, were more than double per respondent, with an average of $5,970,921.

As expected, the majority, 58.3 percent of responding architectural/design firms earning under-$100,000 in design service fees, reported functioning either as non-stocking dealers or procurement managers. That is one of the most accessible means of profit enhancement for such firms.

Forty-two percent of those earning design service fees ranging between $100,000 and $499,000 were also involved in the product procurement process.

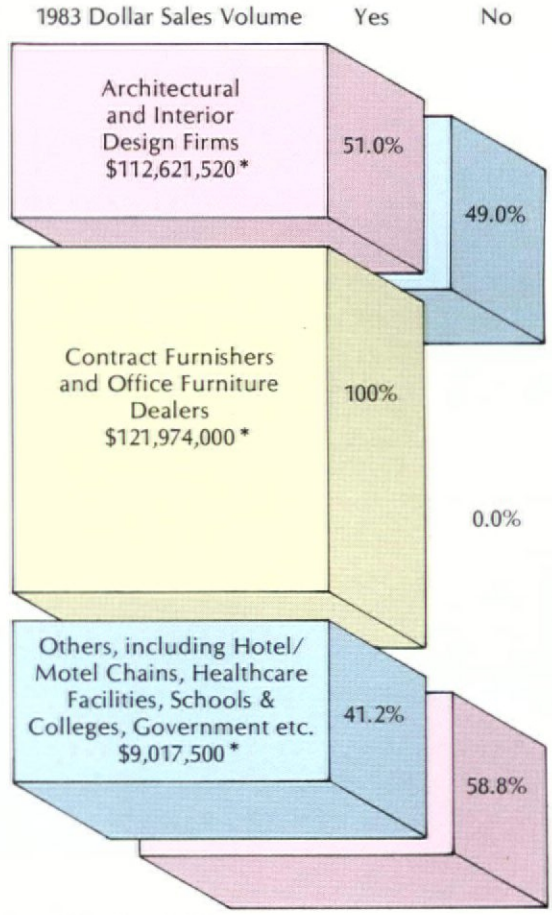
An unexpected finding disclosed that 63 percent of respondents generating between $500,000 and $999,999 in design service fees were non-stocking dealers or procurement managers. Apparently, this type of profit generation is hard to resist for all but those earning $1 million or more in fees, where the number performing procurement functions dropped to 27.9 percent of respondents in that category.

Thirty-six percent of respondents to a question on current annual contract dollar volume for design services only reported earnings of between $100,000 and $499,999. The second largest group, 20 percent of respondents, reported design fees ranging between $1 million to $5 million. The average per respondent was an impressive $410,759.

In terms of square feet of space designed and planned annually, the average reported by 182 design firms was 676,251 sq. ft. Architecture and interior design firms averaged 698,000 sq. ft., with contract furnishers and office dealers averaging 438,409 sq. ft. and all others 371,250 sq. ft.

All indications are that the contract design industry in the

DO YOU SELL FURNITURE/FURNISHINGS? (Based on 196 Replies)



Based on 98 Replies

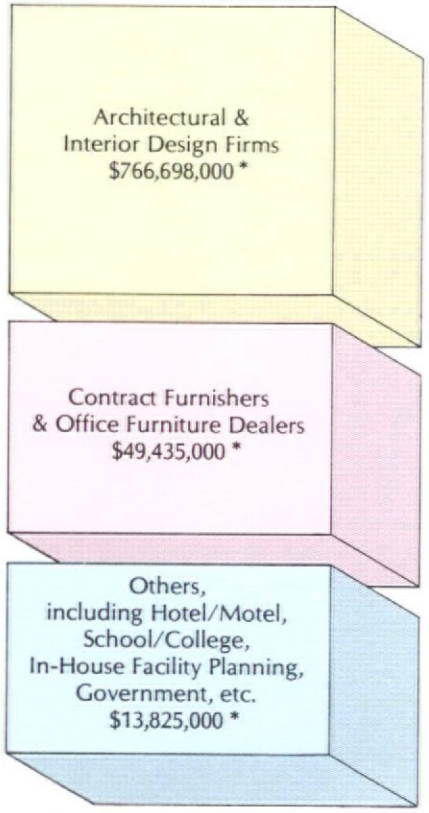
* Average $2,485,847

(*) For Furniture/Furnishings Sales

ARE YOU EITHER A NON-STOCKING DEALER OR PROCUREMENT MANAGER? (BY DESIGN SERVICE FEES)

	All Responses	Under $100,000	$100,000-$499,999	$500,000-$999,999	Over $1,000,000
Number of Replies	170	36	64	27	43
Yes	45.3%	58.3%	42.2%	63.0%	27.9%
No	54.7%	41.7	57.8	37.0	72.1
Total	100.0%	100.0%	100.0%	100.0%	100.0%

IF YOU SPECIFY FURNITURE/FURNISHINGS, WHAT WAS YOUR 1983 VOLUME?*



Based on 139 Replies
Total $829,958,000 *
Average $5,970,921 *
(*) For Specifying Furniture/Furnishings

WHO'S WHO WEST

Diversification is industry byword

West is a healthy one, in large part because design practitioners are adopting business techniques that help them grow financially. Apparently, diversification is the byword of the industry. CONTRACT's future regional surveys will seek to define that diversification in more concrete terms.

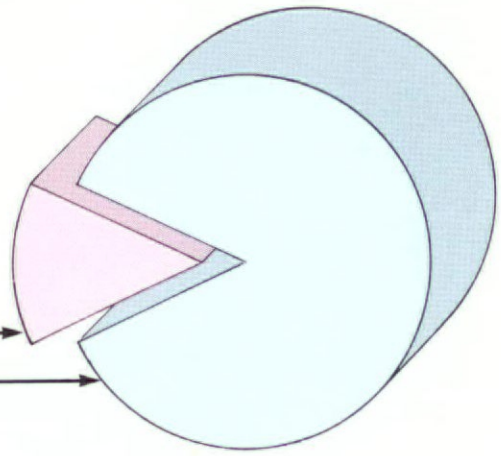
The western region's design firm practices vary little from those in other parts of the country, as a comparison with CONTRACT's previous Who's Who surveys reveals. Each of four regions is polled on a rotating basis every four years: covered in 1985 will be the South/East & West; in '86, the Northeast; in '87, the Midwest.

Statistics for this survey were compiled by Richard A. Sulzman, market research manager, and Renee Weil, assistant research manager, CONTRACT. The survey polled space design and architectural firms involved in contract interior design work in the West—from the Rocky Mountains to the Pacific Ocean, including Hawaii and Alaska.

Although the results of this survey are not necessarily projectable to the universe of architects and interior designers in the western states, they provide good indicators of design firm activity in that region of the country. While the entire sample did not provide answers to all questions asked, those respondents who did were sufficiently large in number to produce results reflective of the region's practices. □

DO YOU USE COMPUTERS FOR SPACE PLANNING AND DESIGN?

	Number of Replies	Percent of Replies
Yes	42	21.4%
No	154	78.6%
Total	196	100.0%



HOW MANY SQUARE FEET OF SPACE DO YOU DESIGN/PLAN ANNUALLY?

	All Respondents	Architectural & Interior Design	Contract Furnishers & Office Dealers	All Others
Number of Replies	182	154	22	16
Average per Respondent	676,251 sq. ft.	698,004 sq. ft.	438,409	371,250 sq. ft.

1983 SPACE DESIGN WORK BY TYPE OF PROJECT

	All Responses	Architectural and Interior Design Firms	Contract Furnishers & Office Dealers	Others
Number of Replies	184	149	21	14
Office	43.9%	44.0%	62.4%	14.6%
Restaurant	8.9%	8.7%	1.8%	22.1%
Hotel/Motel	8.2%	8.3%	4.6%	12.9%
Residential	6.6%	7.7%	2.6%	0.4%
Hospital	6.4%	5.1%	5.5%	21.4%
Bank	5.7%	6.0%	6.7%	0.0%
Government	4.7%	3.6%	6.4%	14.3%
Store	4.0%	4.8%	1.1%	0.0%
Educational	3.4%	3.0%	4.3%	7.2%
Religious	1.7%	1.9%	1.8%	0.0%
Nursing Home	1.6%	1.0%	1.8%	7.1%
Library	0.7%	0.7%	1.0%	0.0%
All Other	4.2%	5.2%	0.0%	0.0%
Total	100.0%	100.0%	100.0%	100.0%

CATEGORY I
OVER ONE MILLION SQ. FT. DESIGNED/SPECIFIED

CATEGORY KEY*

Contract Designer	C
Architect Specifying Interiors	A
Contract Furnisher/ Office Furniture Dealer	F
Facility Planner (in-house)	P
Government Agency	G
Hotel/Motel/Restaurant	M
Health Care	H
Educational	E

FIRM	Category*	Branch Offices	Total Employees	No. Designers/Specifiers	PRINCIPALS & DESIGNER/ SPECIFIERS	BREAKDOWN % OF 1983 PROJECTS											ANNUAL DOLLAR VOLUME				CURRENT PROJECTS NUMBER OF SQ. FT.
						Office	Hotel/Motel	Banks	Stores/Shopping Ctrs.	Restaurants	Health Care	Educational/Library	Government	Residential	Religious	Other	$1 million-Over	$500,000-999,999	$100,000-499,999	Under $100,000	
Adams Architects & Planners P.C. 1642 S. Parker Rd., #101 Denver, CO 80231 303/752-1070	A		7	3	Prin: Stanford E. Adams. Dir/mrktng: Karen Charboneau. Bus mgr: Keith Johnson. Proj mgr: Sheryl Runyan.	30					70								●		Robert Eilert Orthopaedic Clinic, 4,000 Presbyterian Denver Hosp, 15,000
Architects Hawaii, Ltd. 1001 Bishop St. Pacific Tower #300 Honolulu, HI 96813 808/523-9636	A	1	70	6	VP: Darrell G. Welch Jr. AIA Dir: Fred R. White; Gary Marshall; Dennis Daniel. Assoc: Tim Teefey. Proj mgr: John Berzins. Sr int des: Jane Arader. Int des: Marne Richardson. Int des: Karen Muraoka. Jr int des: Barbara Paris.	15	20	2		10	38	40	10	2	1			●			Queen's Med Ctr, 330,000 Moanalua Med Ctr, 300,000 Liliuokalani Grdns, 254,000 Unaccompanied Enlstd Pers Housing/Guam, 90,000 Sheraton Kausai Hotel, 50,000 Johnson-Higgins Inc. Offices, 20,000 Pacific Const Inc Offices, 20,000
Architectural Interiors 2111 E. Highland Ave. Suite 190 Phoenix, AZ 85016 602/955-0811	C		15	9	Pres: Victor John Spurlock. Proj mgr: Richard Shroyer. Proj mgr: Dee Luchi. Proj mgr: Christopher Connelly.	90										10	●				Transamerica Real Estate Svcs, 200,000 Tishman W Mgmt, 400,000 Symington Co, 450,000 Hartford Real Estate Co, 400,000 Opus Corp, 400,000 Andenaes Plng & Cons, 200,000

Atlantic Richfield Co. 515 S. Flower St. Los Angeles, CA 90071 213/486-2804	P		50 M	17	Mgr off dev & eng: Jeffrey K. Luney. Mgr corp prpty mgmt: Benjamin F. Cubler. Mgr off dev & eng: Michaelene M. Doyle. Mgr west area facs: Harrison L. Whitney. Proj admin: David L. Chapman; Terri Martinez.	100															Amarlite/Arco Metals Atlanta, 30,000 Atlantic Richfield/Pub Affrs, 25,000 Arco Intl Oil & Gas/L.A., 25,000 Atlantic Richfield Corp/L.A., 25,000
Business Equipment Systems 4253 "D" Martingale Way Newport Beach, CA 92660 714/955-3521	F		30	4	Gen mgr: Dick Bowers. Sls: Bob Boughan.	88				1		11									PIC Ins, 25,000 Silicon Gen, 48,000
Business Space Design 111 South Jackson Seattle, WA 98104 206/223-5000	C	1	241	50	Mktg dir: Susan W. Wright. Mang prin: Robert E. Messer. Exec VP: David H. Swain Prin-in-chg: Marian C. Martin; Donald A. Flynn.	40		10	5		20		10			15	●				Airborne Frt Corp Hdq, 165,000 Seafirst Corp. Hdq, 213,000 Davis Wright Todd Riese & Jones, 84,000 Generra Sprstwear Co, 30,000 Nellcor Inc, 64,000 Wells Fargo, 180,000 Travis AF Hosp, 806,765 St. of Wash Gen Admin Bldg, 50,000 UNICO Props Inc, 2,300,000 Pac First Fed Svgs, 120,000 Grp Health Coop of Puget Sound, 65,000
Buss Silvers Hughes & Associates 1875 Third Ave. San Diego, CA 92101 619/239-2353	A	1	65	6	Dir int des: M. Megan Bryan. IBD VP: Ron Gross. Dir/mkt int des: Deborah Elliott. Proj mgr: Roi Jossy, Donna Davis.	55	5	15		5	5	10		5			●				Crocker Bank, 50,000 Home Fed, 64,750 U of CA San Diego, 220,000 Koll Co, 200,000 San Diego Zoo, 8,000 Aetna Life Ins, 31,300
Crosby Thornton Marshall 222 Kearny San Francisco, CA 94108 415/788-2887	A		19		Prin: Jerry Thornton; Donald Crosby; Ray Marshall.	30	20					25	15			10	●				U of CA Berkeley, 90,000 USN Moffett Field, 20,000 49er Trng Fac, 40,000 Lafitte Hotel, 200,000
Dean International Designs 13045 Ventura Studio City, CA 91604 818/783-5904	A	1	10	4	Pres: Kenneth Dean. Sr des: Daniel Thomas. Jr des: Linda Dean.	30			10	5				55				●			Motion Pic Cnty Hosp, 20,000 Law Offices, 25,000 Private residence, 2,000,000
Design International 2001 Sixth Avenue Seattle, WA 98111 206/447-5241	C		60	20	Pres: Pat O'Brien. Mgr creative des: Judy Davison. Sr int des: John Jones; Ray Weyerts; Terri Boyd. Proj int des: Margaret Thomas; Mischelle Jenkins; Kathy Blakeney.		75			25							●				Dev Bank of Singapore Hotels at Raffles City The Plaza, NY St Francis Hotel SF, CA

Over One Million Sq. Ft.

CATEGORY KEY*

- Contract Designer C
- Architect Specifying Interiors A
- Contract Furnisher/ Office Furniture Dealer F
- Facility Planner (in-house) P
- Government Agency G
- Hotel/Motel/Restaurant M
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FIRM	Category*	Branch Offices	Total Employees	No. Designers/Specifiers	PRINCIPALS & DESIGNER/ SPECIFIERS	BREAKDOWN % OF 1983 PROJECTS											ANNUAL DOLLAR VOLUME				CURRENT PROJECTS NUMBER OF SQ. FT.
						Office	Hotel/Motel	Banks	Stores/Shopping Ctrs.	Restaurants	Health Care	Educational/Library	Government	Residential	Religious	Other	$1 million-Over	$500,000-999,999	$100,000-499,999	Under $100,000	
Desks Inc. 1127 Wazee Street Denver, CO 80204 303/623-8271	F		100	5	Gen mgr: Dean Perkins. Des: Molly Carter; Barbara Lawrence; Cheryl O'Neil.	60		20			5	10	5								Cty of Thornton, 80,000 Boettcher & Co, 350,000 Guaranty Natl Bank, 25,000 Cherry Creek Natl Bank, 33,000
EPR Interior Architecture 649 Front St. San Francisco, CA 94111 415/433-4715	A	8	275	240	Mgr corp comm: Leslie de Boer. Pres: Darryl T. Roberson. Exec VP: Charles R. Bowman. Sr VP/SF: Harold Kallaway. VP/NY: Martin Yardley. VP/Dir prgm & spc plng: Fred Yasaki. Dir int des/SF: Joyce Yokomizo.	72	5	15	5	1		2					●				Hughes Aircraft Corp Hdqr, 425,000 European Amer Bnk, 750,000 Norwest Corp, 400,000 IBM Western Reg Hdq, 550,000 EF Hutton Hdq, 400,000 Morrison & Foerster, 127,000
Gensler & Assoc/Architects 550 Kearny St. San Francisco, CA 94108 415/433-3700	A	4	489	318	Pres: M. Arthur Gensler. Jr. VP/mng. Prin: Peter B. Brandt. VP/des prin: Orlando Diaz-Azcuy. VP/mng prin: Edward C. Friedrichs III; Margo Grant; Antony Harbour; Don Kennedy; Jim Follett. VP: Eva Ching; Don Brinkman; Ronette King; Keiko Yamagami; Bud Luther; Charles Kifer.	75		13	5	5			2				●				Jones Walker Waechter Poitevent Carrere & Denegre, 163,000 Steptoe & Johnson, 200,000 US Leasing Corp, 120,000 1st Security Corp, 300,000 Rotan Mosle, 90,000 Security Pacific Natl Bank, 300,000
Goodmans Design Interiors 2701 D. Pan American Frwy NE Albuquerque, NM 87107 505/345-1621	F		29	6	Resrc cood: Leslie Wall. Des dir: Margie Hackett-McKee. Sr des: Karen Daniel. Des: Heidi Britt; Petey Fuller; David Rees. Hlth Care Des/Arch: Kathy Kovack.	10		5			35	5	45						●		Dept of Enrgy, 150,000 Rio Grande Title, 15,000 Altman Clinic, 5,000 Aftec, 1,000

Government Contract Sales Inc. 305 S. Kipling St. Lakewood, CO 80227 303/988-5959	G		6	1	Pres: Dick Berry Sls mgr: Fred Berry. Acct exec: KC Lewis.							100							●	GSA Denver, 2,500 AF Fin Ctr, 20,000 Fitzsimmons Med Ctr, 3,000
Grillias, Pirc, Rosier, Alves 4940 Irvine Blvd., Suite 204 Irvine, CA 92714 714/730-9730	A		50	3	Pres: S.P. Grillias, AIA. Prin VP: Al Alves, AIA. Int des: Debbie Carman; Carl Willmann; Linda Reighley-Dunbar.	30					29	10		1		●				Nissan Mtr Corp, 250,000 U of S CA, 25,000 Hughes Aircraft, 5,400 Gen Dynamics, 30,000
Hotel Contract Design, Inc. 3848 Campus Dr. #102 Newport Beach, CA 92660 714/641-1216	M		38	6	Pres: Donald B. Mott. VP: J. Gordon Craig. Acct exec: Garry L. Brown. Int des: Vicki Griffith.		80			20							●		Four Seasons Inn, 35,000 Hilton Inn, 75,000 Saddleback Inn, 21,000 Stapleton Plaza, 36,000 Kiandra Lodge, 25,000 Beverly Plaza Hotel, 34,000
Victor Huff & Associates, Inc. 2675 S. Abilene St. #200 Aurora, CO 80014 303/751-7333	C		32	21	Chf exec off: Barbara E. Glines. Brd chrm: Victor Huff. VP Prod: Carl Newmark. VP des: William Hetherington. Proj des: Donna Peterson; Carl Ross; Wayne Johnson. Sr des: Shari Howard.		80			18			2			●				Marriott NY, 54,000 Marriott CN, 58,900 Marriott CA, 17,000 McLean Hilton VA, 72,740 Marriott CO, 35,000 Hilton, MA 52,000
IDG, Inc. 540 Emerson St. Palo Alto, CA 94301 415/327-4293	C		8	5	Off mgr: Susan Emanualson. Prin: Louis Sclafani. Proj mgr: Shirley Muños-Henderson; Gina Przyluska.	100												●		Seagate Tech Corp, 40,000 Metaphore Comp Sys, 45,000 Mad Comp Fac, 55,000 Oki Semiconductor, 20,000 Vertex Peripherals, 50,000 SMS Corp, 48,000
Integrated Design Assocs. 1180 S. Beverly Dr. #401 Los Angeles, CA 90035 213/277-9490	C		24		Pres: Richard Kramer. Exec VP: Kiyoshi Nishimi. VP: Guy Ramsey George Carroll.	94			1						5	●				Sheraton, 850,000 Ramada Renaissance, 350,000 Radisson, 300,000 Hyatt, 300,000 Kahler, 700,000 Sky Chefs, 100,000
Intradesign, Inc. 717 N. La Cienega Blvd. Los Angeles, CA 90069 213/652-6114	C		33	21	Bus dev mgr: Richard Callen. Pres des dir: Louis Cataffo. Art/Artifacts specifier: Daphne Thrasher. Des: Virginia Ball; Jerry Beale; Toni McKeel.	5	85			5			5			●				

Over One Million Sq. Ft.

CATEGORY KEY*

Contract Designer	C
Architect Specifying Interiors	A
Contract Furnisher/ Office Furniture Dealer	F
Facility Planner (in-house)	P
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Kaiser-Permanente, Facilities Design & Construction 1515 N. Vermont, Suite 503 Los Angeles, CA 90027 213/667-7412	M		1M		Proj coord:Ann E. Gray. Dir fac des: Earl E. Smith. Arch svcs mgr: Ed Mullaney; Niel Penry; Bob Henderson.												●				200 Bed Hosp, 450,000 408 Bed Hosp, 780,000
Langdon, Wilson & Mumper 3345 Wilshire Blvd. Los Angeles, CA 90010 213/380-9930	A	1	94		Arch: Jack K. Ota. Des: Reynaldo Tuazon; Violette Bertheil. Partn: Hans Mumper.	45				5	50						●				Kaiser Med Ctr, 420,000 K. Norris Cancer Res Inst, 150,000 Doheny Eye Found, 150,000 Fib Admin Bldg, 800,000
Dwayne G. Lewis, Inc. 4148 N. 48th St. Phoenix, AZ 85018 602/840-4190	A		16	5	Pres: Dwayne G. Lewis. Int des: Nancy Rose. Mgr/int des: Steve Lichtenberg. Spc pln: Sally Fitzpatrick.	75		5				5		10	5		●				Garrett Corp, 260,000 Inter Tel, 85,000
Lowe Hendy Associates 901 Dove St., Suite 270 Newport Beach, CA 92660 714/851-3080	C		14	14	Ptnr: Heidi Hendy; Ken Lowe. Proj mgr: Michael J. Wolfe; Brian K. Gridley; Richard M. Avila. Proj des: Kerry P. Wilson. Des: Mark Kellogg; Jill Sulivan.	80		10		5				5			●				Naiman Co, 750,000 Orbit Grp, 300,000 Transpacific Dev, 1.3 Mil. Compcare, 100,000 Farwest Savings & Loan, 80,000 Pacific Mutual Realty, 500,000

MBT Associates 539 Bryant St. San Francisco, CA 94107 415/896-0800	A		90	66	Dir mktg: Elizabeth Bagwell. Pres & prin: Frank Tomsick. VP & prin: Peter S. Hockaday; Michael M. Hearn. Asst dir int des grp: Marcia Zaik. Ints proj mgr: Kathleen Kelley; Peggy Peterson.	30					18	7			45	●				IBM Almaden Lab, 500,000 Chevron Office Pk, 1,100,000 McKesson Corp Data Cntr, 75,000 Chevron Research Co, 170,000
T.W. McAllister & Assoc., Inc. 23501 Park Sorrento S-204 Calabasas Park, CA 91302 818/340-0516	F		16	5	Pres: Tom McAllister. SR spc plnr: Gene Medel.	85						10	5				●			Coopervision Sys, 100,000 Marvel Prods, 30,000 Bercor, 26,000 Pacifica Westlake, 60,000
Metz Train Youngren of AZ 2721 N. Central #1102 Phoenix, AZ 85004 602/277-7229	A	2	120	5	Mgr/int arch: Sannah Sharp. Int arch: Peggy Lundeen.	50				5	15	15	5		10		●			IBM, 120,000 Digital-Phoenix-Union Hills, 60,000 Digital-Cupertino, 80,000 NWD, 30,000 Alma School Corp Cntr, 120,000 Williams AFB, 60,000
Office Designs 1800 N. Central Ave. Phoenix, AZ 85004 602/252-4433	C	1	22	17	Dir des: David C. Petroff. VP arch: Tom Heideman. Sr des: Cinda Wilford; Maureen Strain; Pam Hopkins; Joni Gosnell.	85		10					5				●			Mesa City Courts, 40,000 Ramada Wlrd HQ, 150,000 KTSP/TV, 10,000 Sperry Flight Sys, 150,000 American Conti Core/Deave Co, 15,000 Lincoln American Savings, 45,000 Mountain Bell, 22,000
William D. Podesto & Associates 1000 Sansome St. San Francisco, CA 94111 415/421-8990	A		10	4	Prin: William D. Podesto.	60		40									●			Union Bank, 12,000 Harbor Bay Bus Pk, 30,000 Rand Info Sys, 65,000 IMI, 33,000 1000 Sansome St, 40,000 900 Kearny St, 25,000
Reel/Grobman & Associates 261 S. Figueroa St. Los Angeles, CA 90012 213/628-9090	C	3	110	75	Chrm: Roy Reel. Pres: Kenneth Grobman. Exec VP: Robert Diamond; Anthony Hannon. VP: Gary Considine. Dir int des: Karen Okubo, L.A.; Stanley Ishikawa, Santa Ana; Gene Taillon, San Fran.	60		10							30	●				California Plaza, 950,000 Peat, Marwick, Mitchell & Co, 200,000 Applied Solar Enrgy, 90,000 Interactive Sys Corp, 50,000 World Savings & Loan, 125,000
Space Planning Associates 814-29th St. Sacramento, CA 95816 916/447-6276	C	1	17	12	Pres: Susan L. Wood. Proj admin: Curtis Haugeborg. Proj coor: Rick Allen. Proj mgr: Cathy Hinckley; Chrissy Field; Donald New.	90		5			5						●			Bishop Ranch Off Pk, 525,000 Capital Bank, 360,000 State Compensation Ins Fund, 75,000 Peat Marwick Mitchell, 11,000 Barron Ross/Barrett Labs, 12,000 Safeway Stores Inc, 40,000

Over One Million Sq. Ft.

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Swimmer, Cole, Martinez & Curtis 308 Washington St. Marina Del Rey, CA 90292 213/827-7200	C		98	49	Dir des: Joy B. Haselhorst. Pres: Milton Swimmer. Store plng & des: Leo Martinez; Dennis Takada. Hotel plng & des: Jill T. Cole. Fac plng: Joel Curtis. Prchsg: Jan Valvo. Plng: Frank Gogwen.	30	5	25	40								●				
Miles Treaster & Associates 1800 "J" Street Sacramento, CA 95814 916/447-9800	C		35	10	Exec coor: Warrick Krupowicz. Pres/CEO: Miles Treaster, ASID. Exec sales/sec tres: Kathy Treaster. VP: Jean Treaster. Sr proj des: Georgia Demetre, ASID, IBD. Proj des: Camille Horton, ASID, IBD; Tim Walzem, ASID.	30		15	2	5	12	11	20	5			●				IBM Sacramento CA, 48,000 A Anderson Sacramento, 22,000 Sacramento Blood Bnk, 38,000 Micro-Pro Intl, 100,000 CA Almond Grwrs, 50,000 Farm Credit Bnk, 50,000
URS Company 3955 E. Exposition Ave. Denver, CO 80209 303/744-1861	A	38	900	20	Dir/Arch: Bill Bruneau, AIA, ASID. Sr des: Paul K.C. Phua, RIBA. Spc plnr: Morey Bean. Int des: Phil Hofstra; Susan Grammer. Arch: Bill Bruneau.	15		20		15	10	15	10	10	5			●			1st CO Bnk & Trst, 50,000 URS Plaza, 100,000 Bear Creek Off Bldg, 20,000 Fountainhead Off Bldg, 20,000 Currigan Hall, 100,000 Residential Proj, 250,000
Western Contract/Western Design Associates 175 Stockton Ave. San Jose, CA 95126 408/275-9600	F	3	100	20	Pres: Robert M. Mahowald. Dir: Mary Davidge. Proj dir: Sarah Melling; Nancy Braatz; Doug Ballon. Proj des: Lee Lippert. Sr des: Cindy Armstrong; Donna Briggs.	86	2				10		2					●			CA Casualty, 325,000 Signetics Corp, 165,000 Apple Computer, 130,000 Rolm Corp, 50,000 Good Samaritan Hosp, 150,000

Western Office Furniture Design Planning 236 S. Los Angeles St. Los Angeles, CA 90012 213/624-3792	C		35	19	VP: Robert Minsky. Dir des: Denise Powell. Sr proj des: Richard Stead; Lynn Fair; Bijon Dowlatshai.	100												●		Amer Med Intl, 100,000 Burroughs Corp, 80,000 Press Telegram, 30,000 Honeywell, 30,000 Apple Computer, 35,000
Whisler/Patri 590 Folsom St. San Francisco, CA 94105 415/957-0200	A		66	15	Pres: Francis Whisler. Ptnr spc plng: Jay Hendler. Proj mgr: Susan Mayer. Sr des: Wendy Gates. Des: Cindy Cooper. Lib: Kenneth Caldwell.	90	5		1	1		1		2			●			Chas Schwab, 280,000 Foote/Cone-Belding & Honig, 75,000 Found Hlth Plan, 40,000 Diagnostic Network, 13,000

CATEGORY II
500,000 TO 999,999 SQ. FT. DESIGNED/SPECIFIED

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						Office	Hotel/Motel	Banks	Stores/Shopping Ctrs.	Restaurants	Health Care	Educational/Library	Government	Residential	Religious	Other	$1 million-Over	$500,000-999,999	$100,000-499,999	Under $100,000	
Arch Plus 213 Bean Ave. Los Gatos, CA 95030 408/354-4551	A		5	2	Pres: Egary Schloh. Assoc: Kurt Wahl; Jay Plett.	30			10	10		10		40					●		Touche Office, 60,000 Reed Graham, 10,000 Mini Tool, 10,000
Architectural Interiors Collaborative 111-G Town & Country Dr. Danville, CA 94526 415/837-3359	C		16	16	VP: Gary G. Weske. Pres: Cleo B. Hendricks, IBD. Proj des: Ginne K. Hilsinger, ASID. Jan Elliott. Acct exec: Richard Miles, ASID, IBD.	79			5	2	2	1	10	1					●		Nuclear Sys Sfty Engrs, 35,000 Ygnacio Bart Plza, 80,000 Equitec Fin Grp, 200,000 Hewlett Packard Pers Computers, 5,000 Cent Contra Costa Trans, 45,000 Alameda Contra Costa Trans, 30,000
Architectural Planning Services 5580 La Jolla Blvd. #428 La Jolla, CA 92037 619/456-0655	C		2	2	Proj dir: Olive K. Hughes, IBD. Des: Edna Spree Collins, ASID.	10					90									●	Torrey Pines Conv Cntr Myrtle Pt OR Care Cntr
Bill Buckley Solar Architect 3625 Central, N.E. Albuquerque, NM 87108 505/255-9196	A		8	2	CEO: William Philip Buckley.	20			20	20		10		20	10						Bowling Alley Rest, 30,000

The Bumgardner Architects 51 University, Suite 300 Seattle, WA 98101 206/223-1361	A		52	7	Prin int des: Madora Lawson. Prin: A.O. Bumgardner; Alan Grainger. Proj des: Kay Fleenor; Susan Stern Smith; Doug Rasar.	22	41	4		8	10			15				●			Portland S Waterfront Hotel, 100,000 Portland S Waterfront Multi-family Hsng, 200,000
Karen Butera, Inc. 1903 Embarcadero Rd. Palo Alto, CA 94303 415/856-6400	C				Pres: Karen Butera. Assoc: Margaret Seltenreich; Susan McOmber.	20								50		30	●				
State of California Office Space Management 915 Capitol Mall, Room 510 Sacramento, CA 95814 916/445-3311	A		75	35	Asst chf arch: Charles Olver. Mgr arch: Jack Miura; Dave Yorston; Pat McKoy. Arch/staff spc plnr: Norbert C. Walery; Ron Okimura.	95										5	●				State Atty Gen, 100,000 Tel/Com DGS, 100,000 Social Svcs, 40,000 Teale Data Ctr, 50,000
James Callahan A Design Corporation 1074 N. Palm Canyon Dr. Palm Springs, CA 92262 619/323-1734	A		15	9	Pres: James Callahan. VP: Jon Piper. Proj. dir: Paul Taylor. Proj coor: Lynn Le May.	10			20	10				60			●				
CAM, Inc. 460 Boulevard Way Oakland, CA 94610 415/465-6816	C		9	5	Prin: Christopher E. Strachan; Claudia Adair. Sr des: Michael Hoffman; Theresa Early. Proj des: Peter Benson.	40	45	5		4	5			1		5			●		Allen & O'Hara, 35,000 Holiday Inn Belmont CA, 24,000 Bissell & Karn, 10,000 O'Connor Hosp, 30,000 Holiday Inn Tampa, 123,000 Westshore Inn Tampa, 70,000
Commercial Planning & Interiors 8530 Wilshire Blvd., Suite 309 Beverly Hills, CA 90211 213/321-3586	C	1	14	8	Pres: Ron Conae. Des: Francine Drucker; Elaine Penprase; Morgan Miller.	70			10	5				10	5				●		Law Off Jack Colman, 9,500 Law Off Robert Brownstein, 6,650 Med Bldg Bev Hills Ctr, 34,000 J & C Dev Corp, 48,500 Montecito Insr, 5,600 Fresno Residence, 4,800
Contract Office Group 1000 Brannon San Francisco, CA 94103 415/558-9200	F	5	153	10	Pres: Wayne Gianotti. VP: John McCabe. Des mgr: Carole Becker; Dianne Myers Dodge; Nancy Pouk.	97		1	1				1					●		Oyster Pt Busn Prk, 225,000 Genentech Inc, 20,000 Fiyitsu Microelectronics, 60,000 LSI Logic, 90,000 Blue Cross N CA, 40,000
Corona Pacific Corporation 18011 Sky Park Cir., Suite J Irvine, CA 92714 714/250-0250	F	4	14	10	Pres: N. Donald Weisenfluh. Dir busn dev: Patricia T. Secor, ASID. Proj mgr: Kathy L. Cannon, ASID; Nancy Scarbrough; Jeanne Ketchum; Therese Zeander.	69		1	5				20	5				●		Birtcher Pacific, 200,000 Kline Center Ontario, 80,000 LA Cnty Pub Lib HQ, 10,000

500,000-999,999 Sq. Ft.

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Leo A. Daly 45 Maiden Lane San Francisco, CA 94108 415/421-8657	A	8	650	10	Arch des: Ahmad Mohazas. Sr vp sys arch: Lee S. Windheim. Illum/acoust des: Mike Shanus.	10	50			20			20				●				W Cst Hotel/Casino, 300,000 El Cortez Hotel/Casino Crocker SLand Bnk Lockheed Exec Conf Fac Lockheed Missiles & Space, 545,000
Design Interpretation, Inc. 6806 Vista del Mar Lane Playa del Rey, CA 90291 213/821-0369	C		11	7	Dir bus dev: Susan B. Klevens. Prin/Sr des: Jeffri McAllister. VP/Sr des: Susan Caruso. Sr proj des: Celso Samson; Claudia Watson. Asst des: Karri Freeberg. Drftsm: Frederico Ann, Jr; Litto Campos.		85			15							●				Buena Prk Hotel, 145,000 Shell Beach Resort Hotel, 180,000 Griswold's Hotel, 10,144 Bay View Plaza Hotel, 278,240 Manhattan Bar & Grill, 2,000 Old American Ct Hse Rest, 2,000
Design Partners Incorporated 1251-D S. King St. Honolulu, HI 96814 808/531-0102	C		9	2	Pres: Owen Clark. VP/Trea: Vernon Inoshita. Int des: Myra Ebisuya. Asst int des: Renee Tanaka.	20	1	1		10		1	31	20	15	1		●			Thomas Sq Cntr, 40,000 Miramar Hotel Waikiki, 11,000 Hawaii Bptst Acad, 47,000 Hickam Fed Crdt Un, 12,000 Hazardous Mat Waste Fac, 29,000 Armstrong Bldg, 17,600
Emick/Howard & Associates, Inc. 1008 Western Seattle, WA 98104 206/682-1516	C		10	9	VP: Jack Emick. Pres/des: Mindy Howard. Assoc arch: John Mayer. Proj arch: Ted Pratt. Proj mgr: Teri Nordlund.	98							2				●				Shidler McBroom Gates, 22,000 Wash Nat Gas, 30,000 Reed McClure Moceri Thonn, 47,000 Chicago Title Ins Co, 16,000 Cornerstone Dev Co, 350,000 Preston Thorgrimson Ellis Holman, 60,000

Envirodesign Div., Stockwell & Binney, Inc. 420 S.E. St. San Bernardino, CA 92412 714/889-3611	A	7	190	10	Dir Envirodesign div: Bill Davis, IBD. Assoc dir: Ralph Dollenbach. Des: Elizabeth Taylor; Teresa Mazzulo. Bus/dev: Gregory Hamilton.	50		20			20		10				●			Eisenhower Med Ctr Betty Ford Ctr Ernst & Whinnie, 13,500 Ernst & Whinnie, 20,000 Riverside Comm Hosp State Comp Ins Fund
C.W. Fentress & Assoc., P.C. 511-16th Street Denver, CO 80202 303/825-6192	A		50	10	Owner/ptnr: Curtis Worth Fentress. Sr proj des: Deborah R. Allen. Dir/spc plng: Jo Ann Koomar.	90				5					5			●		Mt Bell, 40,000 Mt Bell, 170,000 Energetics Oil, 80,000 Denver Tech Ctr, 23,000
Finger & Moy 530 Jackson St. San Francisco, CA 94133 415/956-5211	A		7	2	Ptnr: Ron Finger, AIA. Stan Moy, AIA. Int des: Brian Kimura.	40	10	10	10	20				10				●		IBM FE, 22,000 Pac Telephone, 50,000 Tymnet, 65,000 Citi Corp, 7,500 AT & T, 30,000 Otari, 40,000
The Frandsen Group 2636 Fulton Ave. Sacramento, CA 95821 916/488-0177	A		10	2	Pres/arch: Neal Frandsen, AIA. Staff arch: David Morgan; Stan Sedilko. Int des: Shirley Branham.	60				10	5		10	10	5		●			Natl Vit Co, 60,000 Viking Spray Booth Co, 42,000
Johnnie Gillespie 1331 Park Ave., S.W. 1101 Albuquerque, NM 87104 505/242-3958	C		1		Owner: Johnnie Gillespie, ASID.	99								1			●			
Hoffman Office Services 1338 S. Grand Ave. Los Angeles, CA 90015 213/748-5561	C		12	4	Pres: Michael Hoffman. Sr des: Peter Moyer. Proj coor: Patrick Sullivan.	85		5	5					5				●		Mead Data Central, 15,000 Aspen Mgmt, 20,000 Kirtland & Packard, 14,000 Tishman West, 6,000
Interarc 11801 West Olympic Blvd. Los Angeles, CA 90064 213/312-6800	C		42	14	Prin: Chester A. Widom, AIA, IBD; Adrian O. Cohen, AIA. VP: Rona F. Shafkind. Des: Fred J. Rieber. Cnstrctn admin: Warren Nagel.	45		10			40		5				●			Pep Boys of CA, 57,000 Bugle Boy Co, 45,000 Midway Med Plz, 94,000 La Mirada Off Bldg, 54,000 Hamilton/Avnet Elec, 55,000 American Isuzu, 48,000
Inter/Design—The Design Forum 30 N.E. 28th Avenue Portland, OR 97232 503/230-2998	C		1	1	Prin/owner: Denis Norstrom.	80								20					●	Port of Portland Exec Offices, 60,000 Lloyd Corp, 50,000 Capitol Hlth Care Exec Offices, 10,000 Capitol Hlth Care Surgery Cntr, 12,000
Interform 270 Lafayette Circle Lafayette, CA 94549 415/283-4960	A		11	11	Pres: Richard D. Watts. Dir/des: Judy McBride. Assoc sr proj des: Kay lee. Sr proj des: Nancy Callahan. Int des: Tricia Thomas.	90										10			●		One Corp Cntr, 130,000 1600 S Main, 90,000 Village Green, 35,000 Lafayette Terr, 50,000 1801 Oakland Blvd, 60,000 Shadelands W, 210,000

500,000-999,999 Sq. Ft.

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						Office	Hotel/Motel	Banks	Stores/Shopping Ctrs.	Restaurants	Health Care	Educational/Library	Government	Residential	Religious	Other	$1 million-Over	$500,000-999,999	$100,000-499,999	Under $100,000	
Interior Technology Associates 719 Stierlin Rd. Mountain View, CA 94043 415/965-1402	C		6	3	Pres: William K. Leach. VP: John R. Alix. Des mgr: Patricia M. Ortiz.	90										10			●		Varian Assoc/Palo Alto, 100,000 Hewlett Packard/PA, 5,000 DC Bowling Cntr, 60,000 The Flamer Co, 10,000
Jadlli Computer Aided Arch/Eng. 112 S. Arden Blvd. Los Angeles, CA 90004 213/933-0066	A		5	5	Pres/arch civ/mech eng: Maxwell D. Jadlli, AIA, CSI.														●		Single Fam Hmes, 20,000 Shopping/Office, 7,000 Shopping/Office, 25,000 Shopping/Office, 45,000 Shopping/Office, 13,500 Townhouse, 100,000
Beverly Langdon Designs, Ltd. 3590 Vine St. Riverside, CA 92502 714/781-4691	C		4	3	Pres: Beverly M. Langdon. Des: R. Denzil Lee; Ron Mason.	40	20		20	10	5			5					●		The Depot Cntr, 31,000 Trident Rest, 8,000 Trvl-Trvl Agcs, 9,000 Boutiques, 3,500 Insr Co, 20,000 Residences, 13,000
Brenda Mason Design Associates 1557 Columbia San Diego, CA 92101 619/238-1441	C		9	6	Pres: Brenda Mason Carter. VP: Nancy Manos. Des: Laurie Smith; Jacoi Mann; Lindsay Senecal.	25		25					10	30		10			●		Natl Bank Cntr, 12,000 Naval Reg Data Proc Cntr, 180,000 Svgs & Loans Off, 25,000 Banks Mexico, 90,000 Rancho La Puerta Rest, 9,000

Medcenter Architecture & Construction 20520 Nordhoff St. Chatsworth, CA 91311 818/700-2055	H		4M	6	VP/arch & const: J.L. Reveley. Dir/arch svcs: José Cano, AIA. Dir/int des: Fran Spitzer. Drftsmn: Joseph Um. Med plng: Vincent Chen; Lee Wangerin, AIA.					100						●				
Mid-West Office Furniture & Supply Co. 987 S.W. Temple Salt Lake City, UT 84101 801/359-7681	F		54	5	Pres: Michael S. Lake. Dir/des: Steven Borgquist. Des: Karalee Farnsworth; Laurie Pratt.	70		20				5	5						●	
Reback Design Associates, Inc. 10960 Wilshire Blvd. Suite 414 Los Angeles, CA 90024 213/478-0142	C		30	24	Pres: Howard R. Reback. VP: M. Richard Pearce. Des dir: Cosimo Pizzulli. Sr des: Lynda L. Johnson. Proj dir: Peter Bena; Judy Snow.	80	5	10				5					●				Family Home Entertainment, 40,000 Beneficial Std Prop, 30,000 Group W Prod, 15,000 Equitable Life Assur Soc, 250,000 KIIS-FM, 12,000 Tishman W Mgmt Corp, 100,000
Fred Schmid Associates 11259 W. Olympic Blvd. Los Angeles, CA 90064 213/272-9756	M	1	26	9	Prin/dir des: Richard Clarke. Proj des: Cecil Dover; Irving Sharrow; Gordon Krupp. Int des: Paula Rubidoux.	10	40			50									●		Ramada Hotel, 132,000 Holiday Inn MS, 15,000 Cabot Lodge MS, 30,000 San Bernardino Conv Cntr, 18,000 Knotts Berry Farm, 10,000 Angeles Hotel, 122,000
Showcase Interiors, Inc. 14549 Archwood St. Van Nuys, CA 91408 818/993-8830	C		7		Pres: John Vaughn. Des: Dick Cowens; Chuck Baird. VP: Norman Linden.		80			29									●		Astro Motel & Casino, 300,000
Marvin Stein & Associates, Inc. 1100 Olive Way Seattle, WA 98101 206/623-2893	C		22	22	Pres: Marvin Stein. VP: Gary Owen. Sr proj dir: James Privette. Des dir: Gerald Dowell. Plng dir: Kenneth Slater. Tech svcs dir: David Lewis.	100											●				Microsoft Inc, 60,000 Microrim, Inc, 40,000 Ernst & Whinney, 18,000 Diamond & Sylvester, 25,000 LE Sourd/Patten, 25,000 Horizon Air, 30,000
Vicorp Restaurants, Inc. 400 W. 48th Ave. Denver, CO 80216 303/296-2121	M		4M	7	Arch: John Studebaker.					100							●				Village Inn Rest, 4,900 Baker's Sq, 4,300 Rose Restaurants, 4,700
Wilson Design Associates 12016 Wilshire Blvd. Los Angeles, CA 90025 213/477-0084	C		4	4	Pres: Susan R. Wilson. Des: Lissen C. Gregory; Jack W. Gabus.	50					50								●	Redlands Comm Hosp, 175,000 Riverside Surgi-Cntr, 25,000 Karl Storz-Amer, 25,000 Law Offices, 10,000 China Lake Crt Clb, 15,000
Woodford & Bernard, Architects 410 N. La Brea Ave. Los Angeles, CA 90025 213/936-1161	A	1	30	6	Dir int des/Assoc: Ray Wark. Dir int arch: Richard Larsen, AIA. Sr spc plnr/proj mgr: Matilda Douglas; Marie McNeil.	68		5				5	10	2		10			●		Pacific Bell, 95,000 S CA Gas Co, 10,000 AT & T, 15,000 Glendale Fed Svgs, 8,000 US Gov Dept of Navy, 30,000

CATEGORY III
100,000 TO 499,999 SQ. FT. DESIGNED/SPECIFIED

CATEGORY KEY*

- Contract Designer C
- Architect Specifying Interiors A
- Contract Furnisher/ Office Furniture Dealer F
- Facility Planner (in-house) P
- Government Agency G
- Hotel/Motel/Restaurant M
- Health Care H
- Educational E

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						Office	Hotel/Motel	Banks	Stores/Shopping Ctrs.	Restaurants	Health Care	Educational/Library	Government	Residential	Religious	Other	$1 million-Over	$500,000-999,999	$100,000-499,999	Under $100,000	
Alameda Office Furniture 3490 The Alameda Santa Clara, CA 95050 408/249-8097	F		3	1	Pres: Buz Maurer.	100													●		GTE, 20,000 WYLE, 4,000 NEC, 10,000
LeRoy M. Andrews Architects, Inc. 2284 S. Victoria Ave., Suite 2-A Ventura, CA 93003 805/642-3288	A			10	Pres: LeRoy M. Andrews. Arch: Sarah B. Allen; Mark S. Pettit.	10		5	10	50			10	5	10				●		Bank of Amer, 3,000 Wendy's Rest, 55,000 El Pollo Loco Rest, 5,000 Popeyes Restaurants, 30,000
Ann-Teriors, Inc. 3500 San Mateo N.E. Albuquerque, NM 87110 505/881-4400	F		5	3	Gen mgr: Michael S. Meriney. Pres/VP: Ann Meriney. Sec/Treas: Mike Meriney. Res div des: Pam Earnest. Asst comm des: Ansel Roney.	30		3	5	10	30		5	5	2	10				●	Furr's Cafeterias, 18,000 Lovelace Hosp, 15,000 Lamb/Metsgor & Lines, 11,000 4 Seasons Nurs Hmes, 25,000
Austin, Hansen, Fehlman/Group 9605 Scranton Rd., #202 San Diego, CA 92121 619/458-1361	A		45		Dir int des: Steve Charette. Prin: Donald Hansen; Doug Austin; Mark Fehlman. Proj des: Joni Vanica; Jim Hood.	75		5		5	10				5				●		Scripps Clinic & Research, 85,000 Elgar Corp, 100,000 Coopervision, 70,000 CA Sch of Prof Psych, 25,000 1st Western Bank, 5,000

Bargreen-Ellingson 6626 S. Sprague Tacoma, WA 98409 206/475-9201	M		35	5	Pres: Paul Ellingson. Des dep mgr: Barb Chandler.		10			90									●		Elliots-Seattle, 7,000 Onion Bar & Grill, 7,500 C.I. Shennigans, 14,500 Red Robin, 6,500
Blair Spangler Interior Design 15 Vandewater San Francisco, CA 94133 415/362-2868	C		9	7	Prin: Blair Spangler. Proj des: Tom Ziv. Proj mgr: Nancy Ponting. Des: Liz P; Connie Giblin; Evelyn Whaley.	10	75			15									●		Hyatt Burlingame, 20,000 Hyatt Palo Alto, 15,000 Hyatt San Jose, 25,000 Sterling Vineyards, 5,000 Hyatt San Francisco, 5,000 SF Airport Graphics, 100,000
Bramson & Associates: Environmental Design Group 7400 Beverly Blvd. Los Angeles, CA 90036 213/938-3595	C		24	10	Pres: Gene Bramson. Proj mgr: Sally Greene. Des dir: Scott Johnson.	45	10		30	10				5					●		LA Cnty Nat Hist Museum, 1,000 Cent Pk Toluca Lk, 250,000 Les Jardins Hotel
Business & Institutional Furnishings, Ltd. dba, B & I Interiors 115 N.W. 5th Ave. Portland, OR 97209 503/227-3107	F		8	1	Pres: Dana W. Elorriaga. Sec/Treas: J. Michael Elorriaga. Des/sales rep: Colin Mortensen.	65	3	7	2		16		5	2						●	Market Transport, 22,000 Mercury Dev, 27,000 Tektronix, 5,000 Allergy Assoc, 6,500 Fred Meyer Charitable Trst, 1,900 Sure Power, 4,700
Business Interiors 4141 Colorado Blvd. Denver, CO 80216 303/321-6671	F		35	4	Dir/des: Charles Pell, AIA.	74		5	5	1	5		10						●		Centennial Holdings, 19,000 City of Commerce, 25,000 Multi List, 5,000
C.H.R. Interiors 51 E. Vernon Phoenix, AZ 85004 602/253-0813	C				Des int/kitch: Chaim Rosenman. Des: Joan Baron.					90						10				●	Seagull Fish Mkt & Rest, 11,000 Pistol Peter Pizza, 10,000 The Wool Warehouse, 8,000 Seagel Deli, 2,000 T.R. Greve & Co, 3,000
The CJS Group Architects, Ltd. 1188 Fort St. Honolulu, HI 96813 808/524-4485	A		16	4	VP/prin: Joseph Ferraro; Lee Davis. Sr des: Susan Ishikawa. Des: Jodi Kono. Proj mgr: Nancy Goessling.	72		5	5				13	1	1	3			●		HI Telephone Co, 15,000 Dress Hawaii, 17,000 Pac Resources Inc, 6,000 Bishop Museum, 3,000 Contemporary Art Ctr, 6,000 HI United Gift Showrooms, 35,000
Cartwright Interior Design Studio 44190 E. Florida Ave. Hemet, CA 92344 714/927-1812	C		5	2	Int des: Dorothy Maxwell, assoc. ASID. Int des: Ruth Cartwright.	20		20		5	10	10		20	10					●	Out-Patient Surg Ctr, 12,000 Opthalmologist Off, 7,240 Surgeon Office, 5,680 Dental Clinic, 5,280 Savings & Loan, 15,000

100,000-499,999 Sq. Ft.

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- Educational E

FIRM	Category*	Branch Offices	Total Employees	No. Designers/Specifiers	PRINCIPALS & DESIGNER/ SPECIFIERS	BREAKDOWN % OF 1983 PROJECTS											ANNUAL DOLLAR VOLUME				CURRENT PROJECTS NUMBER OF SQ. FT.
						Office	Hotel/Motel	Banks	Stores/Shopping Ctrs.	Restaurants	Health Care	Educational/Library	Government	Residential	Religious	Other	$1 million-Over	$500,000-999,999	$100,000-499,999	Under $100,000	
Dollie Chapman Commercial Design Planning 8170 Beverly Blvd., #204 Los Angeles, CA 90048 213/852-0422	C		3		Prin des/owner: Dollie Chapman, IBD, ASID.	80				20										●	Aratex Svcs Inc, 24,000 USC Faculty Ctr, 3,500 W Coast Stationers, 10,000 Roberts Rents, 20,000
Commercial Design & Construction Management Company 2749 E. Fremont Pl. Littleton, CO 80122 303/850-7797	C	1	5	2	Owner: Tom Richardson. Plng mgr: Michelle Greaves.	40	30	30												●	Jefferson Bank S, 22,000 Governors Ct Hotel, 176,000 Contel Info Sys, 24,000 Sq at Southbridge, 36,000
Corporate Planning & Research 411 W. 7th St. Los Angeles, CA 90014 213/627-6641	A		7	3	Pres: H. Thomas Felvey. Des dir: Kaye King. Des: Mai Truong.	80		10	10									●			Main Hurdman, 50,000
Dalu Designs 2557 Roscomare Rd. Los Angeles, CA 90077 213/475-0969	C	1	5	3	Conslt des:pres: Antone Dalu. Des: Robert Wood. Conslt/des coor: Al de Christopher. Spc plng/proj coor: Gidon Hurgin	20			20	40				20						●	Plaza Invest Co, 55,000 Mission House Santa Barbara, 3,500 Rest & Disco LA, 30,000 Video Scope LA, 17,500 Dr Martin Singer, 2,100 George D'Moss LA, 3,500
Data Design Furniture 9929 Venice Blvd. Los Angeles, CA 90034 312/202-7300	C		3	3	Pres: Linda Kohn. VP: Roberta Gold.	90							10							●	Air Force Spc Div, 10,000 IL Fornaio Bakery, 2,000 Alder/Green/Hasson Acct, 10,000

Victoria DeGette Design Associates, Inc. 12434 E. Amherst Circle Aurora, CO 80014 303/751-4752	C		4	2	Pres: Victoria DeGette. VP: H. Masterson.	20			30	10						40			●		Mary Beall Goldsmith, 900 Hills Dev Co, 15,000 Atencio, 2,500
Design Interiors & Imports 2845 Nimitz Blvd. San Diego, CA 92106 619/222-3388	C		3	3	Pres: Victory Gail Lareau. Sec/Treas: Richard John Lareau. Asst des: Kimberly Gotch.	10					75		10	5						●	Sharp Mem Hosp Sharp Cabrillo Hosp Police Off Assn San Diego, 8,000
Design Pak II 2234 Newport Blvd. Newport Beach, CA 92663 714/675-8741	C		3	2	Proj des/ptnr: Judith J. Hastings, ISID; Mary H. Chabre, ISID.	45					45		5	5					●		Cudahy City Hall, 40,000 Cudahy Comm Bldg, 5,000 Orange Cnty Ophthalmology, 10,000 Kilwins W Inc, 3,000
The Design Source Idea Center 439 York Dr. Benicia, CA 94510 707/746-0140	C		4	4	Int des/ownr: Susan Parrish. Int des: Carol Sytko. Sls: William Roseinstine. Mktg/advtsg: J.W. Parrish.	10	25			50						15				●	Theme Rest, 25,000 Motor Inn, 10,000 Residence Models, 7,500 Showroom, 6,000 Law Office Suite, 2,500 Exec Offices, 10,000
Design Studio/Northwest 301½ N. 1st Ave. Sandpoint, ID 83864 208/263-8565	C	1	6	3	Pres: Roger A. Bublitz. VP/des: Diana A. Bublitz. Proj des: Diana T. Mack.	25		50	25									●		Panhandle St Bank, 10,000 Edward Shapiro MD, 3,000 Merwin Prof Bldg, 6,000
Design Through Research, Inc. 133 S.W. 2nd, #300 Portland, OR 97212 503/249-8058	A	1	12	2	Dir int des: Patricia Hougland. Int des: Jori Miller.	10			5	10	40	5		20	10			●		Charter House, 90,000 Dalles Mid-Col Med Cntr, 5,000 Menashe Residence, 2,000 Hillside Manor, 60,000
Daniel Desmond & Associates 520 Olive Street Marysville, CA 95901 916/743-6508	C	1	12	7	Prin des: Daniel J. Desmond. Job coor: Katherine S. Anderson; Marilyn Warmee. Proj mgr: Iris Moore. Des/dir: John Budlong.	60		10		10	5			15				●		Nexxus Prods Co, 145,000 HQ Co, 60,000 Frank Booth Inc, 20,000 Fin Cntr Bancorp, 30,000 Chipman & Renfrow, 15,000 Toulouse Lautrec, 8,000
Elite Office Furniture, Inc. 2235 "H" St. Bakersfield, CA 93301 805/327-9941	C		8	4	Pres: Donald Vignaroli. Sec/Treas: Eileen Vignaroli. VP: Roland H. Turmel. Des: Jeanne Wingert; Randy Simmons.	85		10						5				●		Med Cntr Bakersfield, 15,000 Centre For Neuro Skills, 13,500 Calcot Ltd, 25,000 Steven Johnson DDS, 3,500 J. Kirkpatrick DDS, 4,500 Rodger Bick MD, 16,000
Envision/Denver P.C./BKLH GRP P.C. 1221 S. Clarkson, #413 Denver, CO 80210 303/777-2456	A		9	4	Arch/chrm: Edward P. Black. Int des/sec: Gary L. Loptien. Arch/treas: Norman L. Herman. Int des: Bruce Lutz.	15			45			40						●		The Allen Cntr, 10,000 The Closet, 3,500 Western WY Coll, 450,000

100,000-499,999 Sq. Ft.

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Contract Designer C
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Hotel/Motel/Restaurant M
Health Care H
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						Office	Hotel/Motel	Banks	Stores/Shopping Ctrs.	Restaurants	Health Care	Educational/Library	Government	Residential	Religious	Other	$1 million-Over	$500,000-999,999	$100,000-499,999	Under $100,000	
Friedman, Keim & McFerron Architects & Planners, Inc. P.O. Box 40040 Tucson, AZ 85717 602/795-2705	A		14	3	Chrm: Bernard J. Friedman. VP: David Grigsby; John Whitmire.	20	3	5	2		55	5	10				●				U of A Cancer Cntr, 75,000 St Josephs Med Off, 91,000 VA Hosp Addition, 95,000 NW Med Off Bldg, 30,000 Handmaker Geriatric Cntr, 15,000 Bank of Casa Grande, 70,000
Furniture Distribution Center 3578 S. State St. Salt Lake City, UT 84115 801/262-3961	F		20	4	Pres: C.A. Persch.	55		5			30	10						●			
GDM & Assoc., Inc. 801 "B" St., #500 Anchorage, AK 99501 907/276-1613	A	2	37	3	Des prin: Larry Lander. Int des: Kristine Kirchner. Des arch: Bruce Teel.	10			2			40	25	5		18	●				Spenard Rec Cntr, 30,000 Ind Park Med Cntr, 20,000 Anchorage Police HQ, 70,000 U of Fairbanks, 60,000 Fairbanks Sr Hsng Proj, 40,000 AK Statewide Forsensic Lab, 20,000
GHI Architects Planners Interior Designers 785 Market St. San Francisco, CA 94103 415/777-5444	A		15	4	Prin/int des: Naomi Hatkin. Proj des: Janet Drake.	45							54.8		.2				●		Sutro & Co Inc, 40,000 US Dept of Navy, 20,000 Lawrence Livermore Nat Lab, 40,000
Garcia/Wagner & Associates 555 Sutter St. San Francisco, CA 94102 415/986-0303	A		20		Pres/treas: Max R. Garcia. VP: David E. Wagner. Dir mktg: Susan Cotter. Proj mgr: Felix A. Rodriguez.	95			2	2				.5	.5		●				Pac Bell, 65,000 Host Intl Inc, 12,700 Security Pac Bnk, 14,000

Gensler & Associates Architects 32 Exchange Pl., #105 Salt Lake City, UT 84101 801/322-4295	A	1	700	400	VP/int des: Orlando Diaz Azcuy VP/mng prin: Walter Hunt. Off mgr: Denis Smith. Arch/des: Michael A. Jimerson; John O'Dowd. Des: Kathy Rogers; Robin Hoffman.	50			20	20		10							●	1st Interstate Bank, 40,000 Triad America, 390,000
Jeffrey L. Greene Associates Architects 1524 S. Dash Point Rd. Federal Way, WA 98003 206/572-9615	A		2	2	Arch/owner: Jeffrey L. Greene, AIA.	10				20		30		40						●
Ideal Office Interiors, Inc. 5659 Selmaraine Dr. Culver City, CA 90230 213/390-8506/870-5421	F		10	3	Pres: Ronald Schultz. Acct exec: David Nelson; Ben Siegel; Darrel Fukamaki. Gen mgr: Fred Cochran.	80		10					10							●	AMI, 20,000 Knapp/Peterson & Clarke, 10,000 Hughes Aircraft, 15,000 Cedar Sinai Med Cntr, 10,000 Maxicare, 25,000
KS Wilshire, Inc. 10454 Santa Monica Blvd. Los Angeles, CA 90025 213/879-9595	C		7	7	Pres: Corky Korkowski. Exec VP: Bill Hulse. VP: Averrill Horner. Proj dir: Jim Nisson. Des: Kyle Emmerson.	65		10				5		5	15			●			Unity Savings, 12,000 U of CA/LA, 50,000 Catholic Archdiocese/LA, 125,000
Knight Korea 7th Floor Hanyho 34-2 Yoido-Dong Yeongdeung po-ki, Seoul, Korea Mail: USAGDFR, Box 161, APO San Francisco, CA 96301	G		60	5	Gen mgr: Dirk van Erp. Proj arch: C.K. Lee. Int des: J.T. Kim.								100				●				Chapel Seoul, 40,000 Officers Housing, 32,000 Officers Housing, 30,000 Officers Housing, 28,000 NCO Clubs, 10,000
Francis Koo & Associates, Inc. 601 University Ave., Suite 105 Sacramento, CA 95825 916/924-1375	A		9	2	Pres/arch: Francis Koo. Int des: S.W. Lau. Des: Sherm Koo.	70							10	20					●	12 Story Office, 250,000 Condos, 100,000
Norman Lazerine Associates 5550 Wilshire Blvd. Los Angeles, CA 90036 213/937-5474	A		5	2	Pres: Norman Lazerine. Delano Pereira.	10			5	5						80			●		Cotton Med Cntr, 50,000 Arden Med Bldg, 35,000 10th St Med Bldg, 25,000 Cedars/Sinai Med, 60,000
Magee/Singman Interiors 12121 Wilshire Blvd., Suite 820 Los Angeles, CA 90025 213/820-6826	C		16	7	Prin: Richard Magee, AIA. Prin/dir: Toni Hampton Singman, ISID. Assoc: Elizabeth Haberman. Asst: Michelle Warburton.	45			15	15				25					●	
Margulies, Bentley & Associates, Inc. 2915-C Red Hill Ave., Suite 101 Costa Mesa, CA 92626 714/850-0951	C		5	5	Pres: Cal Margulies, ASID, IBD. Proj des: Deborah M. Justice; Hildburg Brinkman. Spc plnr: Michael Wolfe.	50		20		10						20			●		Cafe Compagni, 10,000 Farukhi & Co CPA, 14,000 Tamas & Assoc, 4,000 Landmark Bank, 3,500

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McCune, Gerwin & Partners, Inc. Interiors 1800 Vine Street Los Angeles, CA 90028 213/462-2660	C	1	50	18	Pres: Charles McCune. VP: Paul Gerwin; Arthur Posner; Ko Kiyohara. Des: Lara Kay.	37	50	3	10									●			Tiverton Prop/Sheraton, 200,000 Heritage Life Ins Co, 55,000 Cone-Mark, 24,000
William Meek Assoc., Inc. 10900 Wilshire Blvd. Los Angeles, CA 90024 213/208-0888	C		18	12	Exec VP/dir des: Joyce Andona. Pres: William Meek. Des dir: Dan Kugle; Dixon Chang.	98									2		●				
Office Concepts & Design 928-38th Ave. Ct. Greeley, CO 80634 303/353-3375	F		10	1		30	5	30	1	5	5	15	5	2	2						Morgan Cnty Justice Bldg, 66,000 U of N CO Dorms, 10,000 Doctors/Dentists, 15,000
Rolf Olaf Osland Architects-Planning 50 W. Hunter Mesa, AZ 85201 602/962-4537	A		2-7	2	Proj des/arch: Rolf Olaf Osland, AIA. Prod Dir. Barbar Ann Richardson Osland.	75				5		5	10	5						●	ICD Inc, 9,318 MR Corp, 9,000 Suncardo SW Ltd, 45,000 Intl Investmts Inc, 35,682 Residence, 3,500
PNI One Security Pacific Pl. San Francisco, CA 415/421-9947	A	1	17	4	Pres: Penny L. Kerry. VP/Int des: Susan B. Muscat. Int des: Betti McMahan; Donna Pittman.	20	30	40		10								●			Amfac Inc, 60,000 Marines' Mem Club, 125,000 1st Interstate Banks, 1,250-10,000 Patelco Credit Union, 40,000 Natl Semiconductor Crdt Union, 10,000 Farmers Insr Grp Fed CU, 12,000

Pacific Office Furnishings 421 S.W. 2nd Portland, OR 97204 503/242-3550	F		110		Pres: John A. Stirek. Sls mgr: Bernard Reichel. Barbara Pearce. Ann Bruno. Laura Klaska.	70		10			10	10						●		
Pahl, Pahl, Pahl, P.C. Architects/Planners 1200 Lincoln St. Denver, CO 80203 303/861-7147	A				Pres/Treas: Joseph M. Pahl, AIA. Robert G.H. Pahl, AIA. Proj mgr: Bruce Larson; Rick Scheuber; Gary Weimer.	20	15	40	10				15					●		
Pantana 800 Miramonte Dr. Santa Barbara, CA 93109 805/963-7805, X-264	C		12	6	Int des/arch: Shan Pulcrano. Des/arch: Reggie Velikanje; Danny Melville; Walt Lormer. Int des: Vicki House.	10				90							●			Elephant Bar/Erie, 9,000 Elephant Bar/Pitt, 7,000 Elephant Bar/Col, 10,000 Elephant Bar/La Jolla, 8,000 Jeremiahs/Houston, 7,000 Carrows Rest/Ojai, 4,000
Richard L. Peterson 350 S. 400 East Salt Lake City, UT 84111 801/533-9328	C		3	2	Assoc des: Kaye Christiansen, ASID. Sr drftsmn: Richard B. Peterson. Owner: Richard L. Peterson.	10	50	10		20	10								●	Ft Douglas Hidden Valley Country Clb, 4,000 Wild Flwr Rest, 8,000 1st Ntl Bank CHI, 50,000 Snow Bird Corp, 20,000 Del E Webb Realty, 40,000
Michelle Pheasant Design, Inc. 444 Pearl St. Monterey, CA 93940 408/649-8454	C		7	5	Prin des: Michelle P. Angelo, IBD. Sr des: Linda S. Lamb, IBD; G.D. Case. Assoc des: Teri Nolan. Jr des: Carolyn DiMercurio.	20	60	10			10	5		5				●		Woodmark Hotel, 40,000 Saratoga Capital Inc, 30,000 Severino's, 8,000 Willow Tea Room, 5,000 Wequasset Inn, 15,000
Project Management Group 582 Monterey Pass Rd. Monterey Park, CA 91754 818/289-2448	C	2	25	12	Dir: James L. Roach. Off mgr/Los Angeles: Lori Yeganeh; Houston: Chris Upton; Atlanta: Eugene Chan. Proj mgr: Efren Leano; Reginald Washington. Mktg conslt: Al Collins.	10										90	●				Nat Hist Museum, 3,000 Shearson Amer Exp, 2,000 Municorp, 1,500 EF Hutton/San Fran, 38,000 EF Hutton/Honolulu, 15,000 EF Hutton/Minn, 12,000
Randolph Schweigert & Co. 940 Matley Ln., #6 Reno, NV 89502 702/329-2000	C		2	1	Proj des/owner: Lynette Schweigert	50			10	10		5	5	15		5				Dunn/Draper/Gustin/Curtin, 20,000 Assoc Realty, 180,000 Munday-Gould Arch, 12,000 Pan Carne AIA, 5,000 Preston Q Hale & Assoc, 3,500
Reeves & Associates 2870 Fourth Ave., Suite 202 San Diego, CA 92103 619/299-9575	A		16	3	Prin: Donald J. Reeves, AIA. Assoc: Dean Amantea.	15				5	25		20	35			●			Con Am Mgmt Corp, 5,000 Palm Canyon Bldg, 6,000 Poway Main PO, 13,000 Pac Beach PO, 14,000 Thomas Residence, 3,000 VA Hosp Unit, 70,000

100,000-499,999 Sq. Ft.

CATEGORY KEY*

Contract Designer	C
Architect Specifying Interiors	A
Contract Furnisher/ Office Furniture Dealer	F
Facility Planner (in-house)	P
Government Agency	G
Hotel/Motel/Restaurant	M
Health Care	H
Educational	E

FIRM	Category*	Branch Offices	Total Employees	No. Designers/Specifiers	PRINCIPALS & DESIGNER/ SPECIFIERS	BREAKDOWN % OF 1983 PROJECTS											ANNUAL DOLLAR VOLUME				CURRENT PROJECTS NUMBER OF SQ. FT.
						Office	Hotel/Motel	Banks	Stores/Shopping Ctrs.	Restaurants	Health Care	Educational/Library	Government	Residential	Religious	Other	$1 million-Over	$500,000-999,999	$100,000-499,999	Under $100,000	
Richmond Design Group, Inc. 1050-17th St., Suite 1700 Denver, CO 80202 303/623-1200	C		16	10	Pres: Burt M. Richmond. Exec vp: Ronald A. Emert. VP: Peter R. Lazzara. Dir/mktg: Don Oliveira. Sr des: Marilyn Crandall. Sr plnr: Elizabeth Watson. Des: Carla Allbee.	85		3	7	4			1					●			Arthur Young, 35,000 Price Waterhouse, 35,000 Robins/Zelle/Larson & Kaplan, 64,000 Tazzii Stores, 3,500 Coopers & Lybrand, 35,000 Milestone Petroleum/Houston, 20,000
Rolm Corporation 4900 Old Ironsides Santa Clara, CA 94116 408/986-4141	P		8M	14	Arch: Wallace Hong. Dir/corp const: Klaus Kramer. Proj mgr: Doug Hawkins; Richard Engebratsen.	100													●		Rolm Corp, 125,000
Tenant Construction Consultants, Inc. 310 Via Vera Cruz, Suite 103 San Marcos, CA 92069 619/744-7227	C		14	3	Ptnr: A.F. Delos. Ptnr/des: Patricia Lidwin. J.R. Phillips.	20			80											●	Security Pac Bnk, 15,000 Pac Eng Graphics, 2,000 Sheryl Friedner DPM, 1,000 Remco, 6,000 Crown TV Rentals, 8,000
Thompson Design Associates, Inc. 751 Marsh Ave. Reno, NV 89509 702/786-6557	C		3	1	Pres/des: Mary Jean Thompson, ASID.	10	30				50			10					●		Harrah's Lake Tahoe, 87,884 Westlake Comm Hosp CA, 50,000 Panorama Comm Hosp CA, 65,000 Valley Hosp/Las Vegas, 60,000
V.A. Medical Center 3801 Miranda Ave. Palo Alto, CA 94304 415/493-5000, X-5560	H		3M	1	Int des: Loretta Hegstad Miller.						100										Core Bldg, 163,000 Surgical Addit, 42,000 Critical Care Fl, 11,000

Van Breda Design Associates 11567 Olympic Blvd. Los Angeles, CA 90064 213/479-7781	C		8		Pres: Bob Van Breda. Proj des: George Myers; Mark Dawson. Proj coor: Pat Wolfson.	69		20	10	10				1					●		Westlake Svc Ctr, 85,000 TPF/C, 55,000 Amer Svgs, 30,000 USA Cable Net, 40,000 Amer Golf Corp, 40,000
Vantress Design Associates 8040 Soquel Dr. Aptos, CA 95003 408/688-6125	C	2	14	7	Pres/owner: Marian C. Vantress. Des coor: Michelle March. Spc plnr: Lauren Cowan. Des: Laurie McAndrew.	25	35		2	35		2			1				●		Yosemite Prk & Curry Co Glacier Prk Inc Hewlett Packard Monterey Mushroom U of CA Brandenburg Staedler Moore
M.G. West Company 180 Hubbell St. San Francisco, CA 94107 415/861-4800	F	1	42	5	VP/mktg & sls: Donald W. Sullivan. Des dir: Kay Okubo. Des: Linda Nakatani.	90		10												●	Varian, 250,000 Simpson Paper, 75,000 Brae Corp, 75,000 Imatron, 100,000 Del Monte, 150,000 Bownn Printing, 80,000
Western Contract Furnishers 1508 Howe Ave. Sacramento, CA 95825 916/927-2942	F		30	3	Des mgr: Ellen Lewis. Rep: Steve Dean; Carol Parra. Pres/sls: Don Turner. Mktg mgr: Judy Sowa. Stf des: Lisa Hansen. Asst stf des: Lyn Kvaternik.	56	1	8		1	6	1	2	20	5				●		Raley's Corp HQ, 61,000 Teledyne, 15,000 Cap Christian Ctr, 10,000 7th Day Advent, 55,000 Golden One Cred Union, 46,000 Pt West Bnk, 16,000
Bob White, Architecture/Planning 2548-15th St. Denver, CO 80211 303/458-8586	A		6	2	Owner: Bob White	80							20					●		Automotive Svc Mt Bell, 9,000 Sellards & Griggs, 10,000 AT & T/IS, 6,000

CATEGORY IV
UNDER 100,000 SQ. FT. DESIGNED/SPECIFIED

CATEGORY KEY*

- Contract Designer C
- Architect Specifying Interiors A
- Contract Furnisher/ Office Furniture Dealer F
- Facility Planner (in-house) P
- Government Agency G
- Hotel/Motel/Restaurant M
- Health Care H
- Educational E

FIRM	Category*	Branch Offices	Total Employees	No. Designers/Specifiers	PRINCIPALS & DESIGNER/ SPECIFIERS	BREAKDOWN % OF 1983 PROJECTS											ANNUAL DOLLAR VOLUME				CURRENT PROJECTS NUMBER OF SQ. FT.
						Office	Hotel/Motel	Banks	Stores/Shopping Ctrs.	Restaurants	Health Care	Educational/Library	Government	Residential	Religious	Other	$1 million-Over	$500,000-999,999	$100,000-499,999	Under $100,000	
A.D.R.: The Design Group, Ltd. 901 Acoma St. Denver, CO 80204 303/629-5408	C		2		Pres: Bonnie Ware, ASID, IBD. Sec/treas: Helen Hempel, ASID.	20			20	10				50					●		Homer Reed Ltd, 4,000 Adams Cnty Golf, 20,000
Ace Services Co. 6027 N. Figueroa St. Los Angeles, CA 90042 213/254-9164	C		3	3	Pres: Sigi T. Suter III. Glry dir: Hendrik Stooker.	20		20		50				10				●			M/M Urtuzuastegui, 4,000
Robert H. Amor, Church Architect 3040 Valencia Ave. Aptos, CA 95003 408/688-2750	A		1		Owner: Robert H. Amor.										100					●	Mt Pleasant Comm Chrch, 12,000 Foothills Untd Methodist Chrch, 7,500 Hope Untd Methodist Chrch, 12,000 7th Day Advent Chrch, 13,500
Michael Apostolos, Designer 116½ E. 2nd, Suite 201 Casper, WY 82601 307/265-5306	A		2	1	Owner/int arch: Michael Apostolos.	10	10		30	20		5	10	15						●	Wine Rack Rest, 10,000 Shepherd Valley Liv Ctr, 12,000 Fire Sta #6/Casper, 4,000 Greiner Ford/Volvo/BMW, 40,000+ Roth's Shoes/Idaho Falls, 1,300

Architects at Work 110-3rd Eagle River, AK 99577 907/694-9808	A	1	3	1	Arch: Jay Davies; Mark Ivy. Int des: Cathy Sanders.	10		5		10			10	50	15			●		
Architects N. West 1410-11th St. Bellingham, WA 98225 206/733-8541	A		3		Arch: Terry Moore; Robert Bruce.	90								10					●		Northwood Dent Clin, 15,000 Greenacres Mem, 3,500 Christ Luth Chrch, 7,000
Architectural Sources, Inc. 25051 Costeau St. Laguna Hills, CA 92653 714/855-4490	F	2	5	1	Pres: William S. Fee. Des: E. Jean Wall. Des/sls: Patte Huber.	20	80												●		Comfort Inns Ramada Inns Quality Royale
Judy Baily Design Consultants, Inc. 1550 E. University Mesa, AZ 85203 602/835-5757	C		6	2	Pres: Judy Baily. Proj mgr: Judy Cummins. Des: Libby Howe; Lana Lockaby.	80	2	2	4	2	4			5	2				●		
Barrier-Free Design 2476 St. Pierre Ave. Altadena, CA 91001 213-684-3658	H				Int des: Miriam Hunt Everette.						100									●	Solheim Luth Hme, 500 VT Knolls Conv Hosp, 2,000 Villa Grdns, 3,000 Marycrest Mnr, 6,000 Paradise Rehab Ctr, 5,000
Beavers/Bean Associates 737-29th St. Boulder, CO 80303 303/442-1693	C		4	4	Sr ptnr: Jackson Beavers. Jr ptnr: Bruce Bean. Sr des: Kirk Hale.	25		70	5										●		Midland West Fed, 5,000 Denver Natl Bank, 5,000 Valley Natl Bank, 9,000 Greeley Natl Bank, 5,000 Intrawest/Boulder, 35,000 Andrison/Morton, 4,000
Boise Cascade Office Prod. Division 302 S. 23rd Ave. Phoenix, AZ 85009 602/258-5911	F	31	54	1	Int des: Chea Hosner.	30		50			10		10								Valley Natl Bank, 40,000 Western Savings, 18,000 1st Amer Title, 10,000 Boswell Mem Hosp, 15,000
Rosalyn Brandt Design 144 Woodland Ave. San Anselmo, CA 94960 415/457-1112	C		1	1	Owner: Rosalyn Brandt.	90								4		6				●	Creative Energy, 6,000 Silberman Becker, 3,000 Mustola Jorstad, 5,000
Brewer-Westberg Architects P.S. 11-105th S.E., #8 Bellevue, WA 98004 206/454-6541	A		4	1	Pres: Glenn D. Brewer, AIA.	20			10							70	●				Corroon & Black, 35,000 Lewis & Clark Rest, 29,667 4 Plex Theatre, 20,000 Roosevelt Theatre, 19,000

Under 100,000 Sq. Ft.

CATEGORY KEY*

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						Office	Hotel/Motel	Banks	Stores/Shopping Ctrs.	Restaurants	Health Care	Educational/Library	Government	Residential	Religious	Other	$1 million-Over	$500,000-999,999	$100,000-499,999	Under $100,000	
Italo A. Calpestri III 1504 Park St. Alameda, CA 94501 415/522-6769	A		4	2	Prin: Italo Calpestri, AIA. Dir des: Rick Mason.	15	15	15	15				19	10	5	15			●		Glendale Savings, 5,000
Cibola Systems Corporation 832 N. Lemon St. Orange, CA 92667 714/633-2477	C		18	4	Pres: Paul Hatfield. Des dir: Lisa Perrine. Proj des: Jo An Peng.	50					5		25			20			●		Boise Cascade Corp, 5,000 Marine Corps, 12,000 20th Cent Ins, 2,500
Contract Design Associates S. 104 Freya, Suite 201 Spokane, WA 99202 509/535-5060	C		6	3	Pres: Bruce Butterworth. Sec/treas: Jill Butterworth. Proj mgr: Pam Burke.	90		5	5											●	Key Tronic Corp, 95,000 Bowen Const/Harbor Ctr, 15,000 KXLY TV, 18,000
Cunningham-Knight Interior Design 8011 Lodgepole Trail Littleton, CO 80124 303/799-8989	C				Owner: Colleen Cunningham-Knight	20	20	20		40										●	Ft Findlay Mtr Inn, 20,000 Cafe Toulouse, 3,000 My Mother's Closet, 1,000
Design Matters 9860 Oak Grove Dr. Descanso, CA 92016 619/445-2344	C		2	2	Owner: Alaina Locklin. Assoc: Dolores MacFadean	60	5			10				25						●	Luce Forward
Richard C. Diradourian & Assoc. 1636 Country Club Dr. Glendale, CA 91208 818/246-3488	A		4	2	Arch/int des: Richard C. Diradourian, AIA. Sr drftsmn: Ted Korlishin.	30	10		10	40				10						●	Dr Raffik Sarkissian, 3,000 Pizza Man Chicken Delight, 2,500 Thomas Off Bldg, 2,800

Dohrmann Contract Furnishers P.O. Box 50505 Pasadena, CA 91105 818/792-8200	F	1	6-7	1	Pres: Robert L. Dohrmann. Mgr: Gerald A. Dohrmann.	50				15				5	30					●	Holly Cross Cem, 50,000 Cathay Airways, 4,000 Mission Cemetery, 20,000
Don Ricardo's 9225 Alabama Ave. Chatsworth, CA 91311 818/709-7477	M		350	5	Pres: Victor Sampson. VP: Daniel Fernandez; Alexis Bozzo.					100											Don Ricardo's Rest, 10,000
Douglas Architecture & Planning 1645 E. Missouri, Suite 300 Phoenix, AZ 85016 602/264-7531	A		4	2	Owner: John C. Douglas, AIA.					100									●		Keaton's Rest/Tucson, 8,000 Rancho del Rey, 8,500
E.M. Interiors, West 6170 Baltimore Dr. La Mesa, CA 92041 619/697-6433.	C		2	2	Int des: R.J. Gordon-Verbeckmoes; Eileen M. Bickel-Thomas.	75								25					●		Prof Suites/Prado, 45,000 Prof Suites/Pk Pl, 20,000 Prof Suites/Plaza, 150,000
Edelman Assoc. 222 N.W. Davis Portland, OR 97209 503/228-5122	C		10	6	Ptnr/arch: Karen Gunsul. Prin ptnr: Carol Edelman. Ptnr: Jason Naiman; Jim Madden.	20	10	10	10	15	20	10	5						●		Perkins Law Firm, 14,000 Galleria Retail, 100,000 Sunriver Resort, 50,000 Salashan Resort, 50,000
Farrell Design Assoc., Ltd. 1295 Boulevard Way Walnut Creek, CA 94595 415/944-5900	C			5	Owner: M.R. Farrell. VP/dir mktg: Linda B. Johnson. Dir des: Sharon C. Lind.	60				30						10				●	McDonalds, 10,000 Burger King, 10,000 Brown & Caldwell, 3,000 Mt Eden Med Off, 5,000
Fecskes Associates 159 Cazneau Ave. Sausalito, CA 94965 415/331-0308	A				Prin ptnr: Andrew T. Fecskes. Ptnr: Tibor F. Fecskes.	15			10	10		45		20			●				Marin Cath Hgh Sch, 45,000 Steckler-Pacific, 15,000
Thomas Frank Interior Designers & Specifiers 1321 E. 3300 S. Salt Lake City, UT 84106 801/484-1021	C		3½	1½	Owner: Thomas Frank.	20	15			10		10		40		5				●	Lumber Co, 5,000 Ski Lodge, 3,000 Private Club, 8,000 Ski Condos, 12,000
Fronday Design 2500 N. 44th St., #206 Phoenix, AZ 85008 602/957-1077	C		2	2	Ptnr: James M. Day; Neal J. Sheiner.	25			10	10			5	10		40			●		Ariz Ophth Inst, 8,000 Good Hlth Plz, 7,000 S West Cardio, 2,000 Invstmt Brkr, 3,500 Hlth Care Prov, 10,000 Van Baalen Residence, 3,200

Under 100,000 Sq. Ft.

CATEGORY KEY*

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Educational E

FIRM	Category*	Branch Offices	Total Employees	No. Designers/Specifiers	PRINCIPALS & DESIGNER/ SPECIFIERS	BREAKDOWN % OF 1983 PROJECTS											ANNUAL DOLLAR VOLUME				CURRENT PROJECTS NUMBER OF SQ. FT.
						Office	Hotel/Motel	Banks	Stores/Shopping Ctrs.	Restaurants	Health Care	Educational/Library	Government	Residential	Religious	Other	$1 million-Over	$500,000-999,999	$100,000-499,999	Under $100,000	
John L. Frullo 309 N. Front Rock Springs, WY 82901 307/362-6256	A		3	1	Pres/arch: John L. Frullo, AIA.	10						80	10				●				1st Bank of WY, 8,900
Gorbette-Minor Corporation 3621 N. 7th St. Phoenix, AZ 85014 602/264-2508	C	1	10	5	Pres/owner: Randall Gorbette. VP/owner: Robert Minor.	40			20	30				10					●		Tradewinds Rlty & Dev, 12,000 Soule & Assoc, 6,800 21 Pasadena-Townhomes, 20,000 Artman Productions, 5,000 Republic/Gazette News-AZ, 4,500 Chaps Rest, 4,300
Hardies, Swickard, Associates, Inc. 1429 E. Thousand Oaks Blvd., Suite 204 Thousand Oaks, CA 91362 805/497-2222	A		5	3	Pres: S. Ernest Swickard, AIA. Sr VP: H. Lee Hardies, AIA. Dtlng: Albert Saner.	75					5	5		15					●		4 Off Bldgs, 395,000 Retail Bldg, 12,000 Hosp Int Remodel, 15,000 Custom Residences, 20,000
Hef Design Architects & Planners 1520 W. 3rd Ave., Suite 301 Spokane, WA 99204 509/747-4147	A		3	2	Owner ptnr/prin: Terry E. Friis, AIA. Owner/prin: Helene E. Friis, D/P.	80								20					●		3D Development, 20,000 3D Development, 16,000
Idea Base, Inc. 7033 Sunset Blvd. Los Angeles, CA 90028 213/462-2164	C		7	4	Pres: Algis J. Zaliunas. Exec VP: Catherine T. Uy. Des: MaryAnn Tjin-Pit-Joen. Asst des: Darija Mironas; Robin Vogel.		90			10									●		Golden Sails Hotel, 110,000 Saddleback Inn, 165,000

Inn Design 2670 S. 20th E. Salt Lake City, UT 84109 801/466-9191	M		5	3	Owner/des: Jim Reynolds. Des: Brian Thomas, ASID; Nathan Semans, ASID.	5	90							5						Holiday Inn, Wash, 75,000 Holiday Inn, VT, 50,000 Skyway Inn, Idaho, 5,000 Comfort Inn, VT, 35,000 Prospector Sq, VT, 50,000 Quality Inn, VT, 15,000
Interarc, Inc. 1420 Laramar Sq. Denver, CO 80202 303/572-9503	C		4	4	Pres: Peter Maggio. Prin sec/treas: Ernest J. Milito. Des: Susan Maggio.	90								10					●	Fox & Co, 32,000 Emcor Petro, 25,000
Jones-Campbell Co. 4424 Shasta Dam Blvd. Central Valley, CA 96019 800/634-4400	F		6		Ptnr/owner: Rod Campbell; Bob Jones. Dec assoc: Sally Campbell; Carol Akin.	25	5	5	5	5		45	10							Cap Christian Sch, 20,000 Sheraton Round Barn Inn, 18,000
Lawrence C. Lauser 915a E. University Blvd. Tucson, AZ 85719 602/628-7181	A		2	1	Owner/arch int splst: Lawrence C. Lauser, AIA. Proj coor: Ralph M. Otero.	10			65					10		15			●	Beacon Found, 15,000 Kessler Residence, 2,500 Paper-Paper-Paper, 1,500
Michelena Design Associates 321 Hampton Dr. Venice, CA 90291 213/392-9768	C		2	2	Ptnr: Peter Michelena; Barbara Michelena.	10					5			85					●	Magnetic Tech Inc, 20,000 Security Pac Natl Bnk, 7,150 American Gem Soc, 9,000
Murphy Business Equipment Corp. 1401 N. Monroe Spokane, WA 99201 509/325-2551	C	1	20	4	Pres: Dean Kennedy. Cntrl mgr: Mike Warpenberg. Des: Marie Serrea; David Reynolds.	50	5	10			20	5		5					●	
N.B. Associates, Inc. 9350 E. Arapahoe Englewood, CO 80112 303/799-0254	C		2	2	Pres: Nicola Balderi.	50			50										●	Kg Retail, 30,000 Kicks, 500
Dixie Nordstrom Design 8217 Beverly Blvd., # 27 Los Angeles, CA 90048 213/852-0851	C		1+		Prop: Dixie Nordstrom. Sr proj des: Lorraine Austad. Asst des: Corinne Burks. Asst/ptnr: Raul Rodriguez.	2	79			18				1			●			Gazelle Rest, Boston Hyatt Lake Tahoe Hyatt Edgewater, Long Bch Sunset Med Bldg Hyatt Reg, Knoxville TN
Perspectives 301 Walter S.E. Albuquerque, NM 87102 505/242-4944	C		3		Pres: Cathy A. Moore. Int des: Chris DiGregory.	80		5					10	5					●	Jacobs Engineering, 8,000 Bueno Foods Plant, 15,000 N Mex State Penitentiary
Professional Office Development Company 3679 Torrance Blvd. Torrance, CA 90503 213/316-2676	C		3	2	Pres: Joanne Moser. Des: Anne Machado.						5				95				●	Bristol Pk Med Grp, 8,000 Bayshore Med Grp, 5,200 Dr. Stephen, 1,000 Friendly Hills Med Grp, 3,000 Internal Med Grp, 4,200

Under 100,000 Sq. Ft.

CATEGORY KEY*

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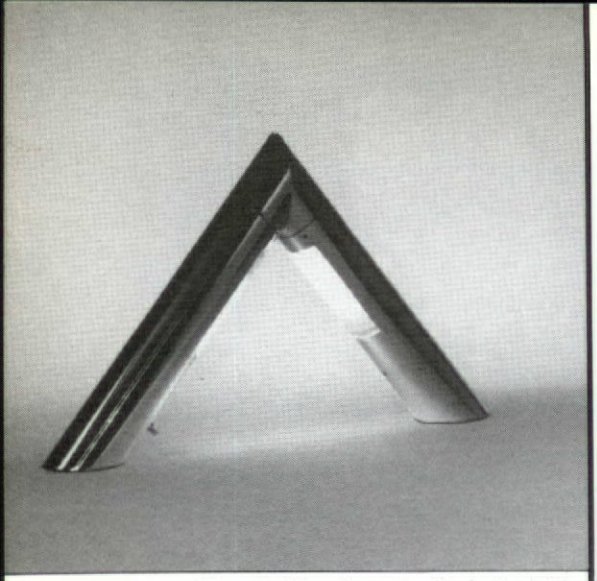
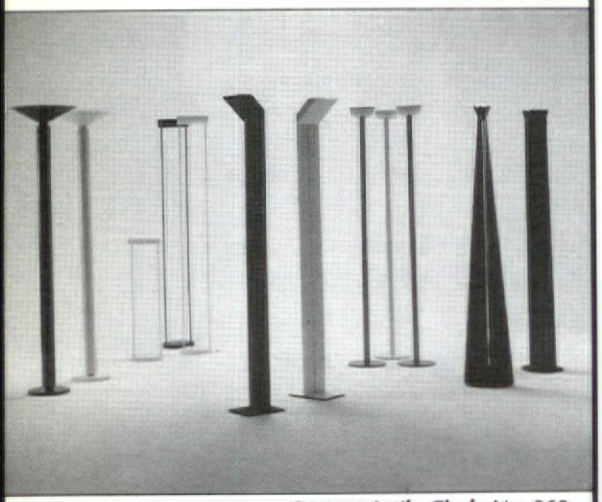
FIRM	Category*	Branch Offices	Total Employees	No. Designers/Specifiers	PRINCIPALS & DESIGNER/ SPECIFIERS	BREAKDOWN % OF 1983 PROJECTS											ANNUAL DOLLAR VOLUME				CURRENT PROJECTS NUMBER OF SQ. FT.
						Office	Hotel/Motel	Banks	Stores/Shopping Ctrs.	Restaurants	Health Care	Educational/Library	Government	Residential	Religious	Other	$1 million-Over	$500,000-999,999	$100,000-499,999	Under $100,000	
Restaurant Space Design, Inc. 15935 N.E. 8th, Suite 202 Bellevue, WA 98008 206/643-6006	C		6		Owner: John Wojtacha; Doug Kumura. Int des: Leslie Barben; Marcia Dunlop Wall; Karen Wood.				5	90	5								●		4B's Rest, Missoula MT, 16,000 Round The Corner Pac NW, 5,000 Select Enterprises, Olympia WA, 10,000 Erickson Hospitality Grp, Coeur D'Alene, 11,000 Michael's Deli, Seattle, 12,000 Arnie's Rest, Edmonds WA, 5,000
Robert M. Rousso Assoc. 20000 Ventura Blvd. Woodland Hills, CA 91364 818/999-2666	C		2	1	Owner: Robert Rousso. Des: Robert M. Rousso.	30	20		10					40						●	Colco, 20,000 Monarch Knits, 10,000
Bob Rowe 108 N. Wenatchee Ave. Wenatchee, WA 98801 509/663-2133	A		3	1	Prin/owner: Bob Rowe, AIA. Des/drftr: Jennifer L. Reese.	15	10	15			10	20		10	20		●				Radio Station, 4,000 Residence/Comm Renov, 10,000 Clinic, 2,000 Residence, 4,000
H. Evan Rubin Interiors 22521 Rimini Laguna Hills, CA 92653 714/859-9440	C	1	5	2	Owner: H. Evan Rubin.	60					10			30						●	Dean Witter Reynolds, 8,000 Hillhaven Conv Hosp, 12,000
Special Interiors 1524 E. Central Ave. Redlands, CA 92374 714/793-3513	C		1	1	Owner/int des: Karen Chan.	10				40				10	40					●	

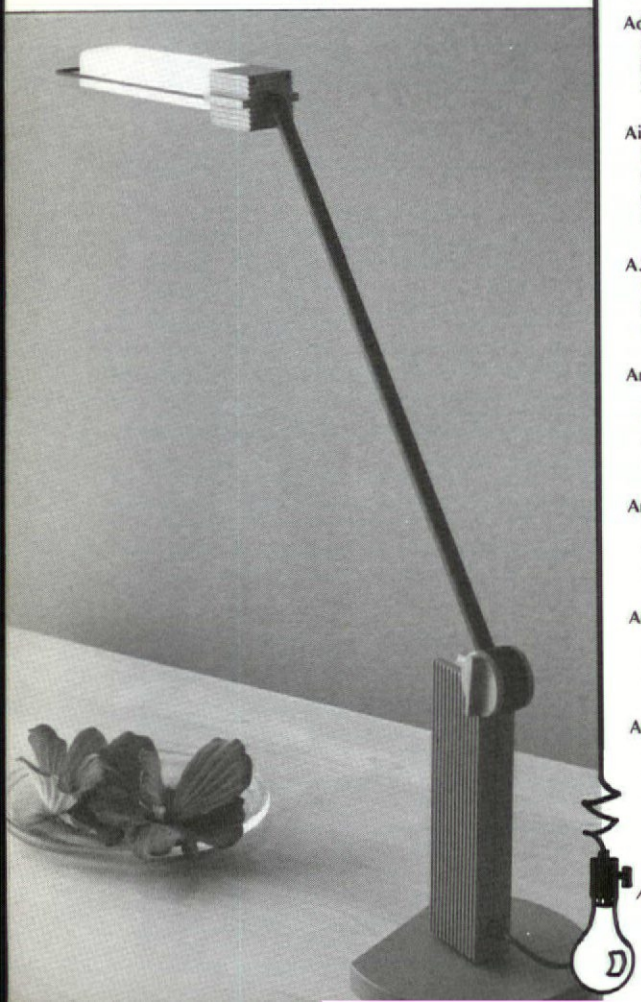
William Henry Taylor & Associates 776 E. Green St. Pasadena, CA 91101 213/449-3460	G		3	2	Owner/arch: William Henry Taylor. Arch: Kenneth M. Nishimoto.								100				●				City of Pasadena, 45,000
Tresler & Dicks Architects Box 1060 Cody, WY 82414 307/587-2101	A		4	2	Arch: George W. Tresler; Hal T. Dicks.	10	5	5	5	5		30	5	5	15					●	Aud/Cntrl Svc Bldg Hot Sprgs Co Sch Dist 1, Thermopolis WY, 40,260 Off Bldg, Lovell WY, 8,000 Stake Bldg/Church of Christ Latter Day Stes, Lovell WY, 33,450
University of Wyoming Room 204, Merica Hall Laramie, WY 82071 307/766-2250	G		50	6	Mgr/constr eng: George Krell. Arch: Morris Jones. Mgr/purch dpt: Larry Wilkey.							100					●				U of Wyoming, 4,000,000
V.A. Medical Center 5901 E. 7th St. Long Beach, CA 90822 213/498-6828	M			3	Chf/bldg mgmt svc: Wayne Saxon. Int des: Patricia Myers; Sharon Christensen.								100							●	Credit Union, 300 Nursing Home, 40,000 Office of Ed, 200
Urban C. Weidner, Jr. Architects-Planners 1801 Arroyo Chamisa Santa Fe, NM 87501 505/983-4414	A		5	1	Arch: Urban C. Weidner, Jr., AIA. Des/plnr: Kurt R. Weidner.						100										Rivera Med Complex, 5,000 Schackel, 1,600
Woodman's Office Supply 211 N. 8th Boise, ID 83702 208/345-5200	C	1	20	2	Mgr/frn div: Jerry A. Beard. Sls: David Despain.	83				4	2	10			1					●	ID 1st Ntl Bank, 60,000 Cont & Life & Accdnt, 80,000 ID Bank & Trst, 15,000 Little-Morris, 12,000 JR Sunplot Comp, 6,000



Architectural Supplements, Circle No. 256



Brayton Int'l., Circle No. 369



Artemide, Circle No. 258

125 PRODUCT MANU IN CONTRACT LIGHT

This Lighting Specification Guide is designed to answer the specifier's often-asked question, "Who makes what contract lighting product?" Condensed for fast reference, the guide alphabetically lists lighting manufacturers, addresses, telephone numbers, and products produced for the contract market. Included are: ceiling fixtures; chandeliers; desk, table, and emergency lamps; floor lamps/torchieres; indirect and integrated ceiling lighting; task, ambient, and track lighting; spotlights and wallwashers; in addition to dimmers and other equipment. A lighting product review also accompanies this directory. Your suggestions for future coverage are welcome.—**THE EDITORS**

Abolite Lighting Inc.
W. Lafayette, OH (614) 545-6374
Floor Lamps/Torchieres, Indirect, Ambient
Circle No. 247.

Adjustable Fixture Co.
Milwaukee, WI (414) 964-2626
Desk & Table, Floor Lamps/Torchieres, Task
Circle No. 248.

Ainsley Lamp Mfg. Co.
Brooklyn, NY (718) 366-5400
Ceiling Fixtures/Chandeliers, Desk & Table, Floor Lamps/Torchieres, Task, Ambient, Wall
Circle No. 249.

A.L.P. Lighting & Ceiling Products
Chicago, IL (312) 774-9550
Integrated Ceiling, Controls
Circle No. 251.

Ambi-Lite
San Antonio, TX (512) 650-3196
Ceiling Fixtures, Floor Lamps, Indirect, Ambient, Wall
Circle No. 252.

American Louver
Skokie, IL (312) 470-3300
Ceiling Fixtures, Integrated Ceiling, Ambient
Circle No. 356.

American of Martinsville
Martinsville, VA (703) 638-2379
Desk & Table, Floor Lamps/Torchieres, Wall
Circle No. 253.

American Seating Co.
Grand Rapids, MI (800) 253-8104
Desk & Table, Task, Ambient
Circle No. 254.

Architectural Pottery
Manhattan Beach, CA (213) 643-9103
Desk & Table
Circle No. 255.

Architectural Supplements Inc., Subsidiary of Habitat International
New York, NY (212) 758-0922
Desk & Table, Emergency, Floor Lamps/Torchieres, Indirect, Integrated Ceiling, Task, Ambient, Spotlights/Wallwashers
Circle No. 256.

Armstrong World Industries
Lancaster, PA (717) 397-0611
Integrated Ceiling, Task
Circle No. 257.

Artemide Inc.
New York, NY (212) 980-0710
Ceiling Fixtures, Desk & Table, Floor Lamps/Torchieres, Task, Ambient, Spotlights/Wallwashers, Track Lighting, Wall
Circle No. 258.

Atelier Int'l. Lighting
New York, NY (212) 644-0400
Ceiling Fixtures/Chandeliers, Desk & Table, Floor Lamps/Torchieres, Indirect, Task, Ambient, Spotlights/Wallwashers, Wall
Circle No. 259.

Louis Baldinger & Sons Inc.
Astoria, NY (718) 678-0414
Ceiling Fixtures/Chandeliers, Desk & Table, Floor Lamps/Torchieres, Wall, Custom Decorative Lighting
Circle No. 260.

Bang & Olufsen
Mt. Prospect, IL (312) 299-9380
Ceiling Fixtures/Chandeliers, Desk & Table, Floor Lamps/Torchieres, Indirect, Task, Wall
Circle No. 261.

FACTURERS LISTED
ING DIRECTORY

Bergen Art Metal & Lighting Inc.
Tinton Falls, NJ (201) 842-8900
Ceiling Fixtures/Chandeliers, Floor Lamps/Torchieres, Indirect, Wall, Custom Lighting
Circle No. 262.

Boyd Lighting Co.
San Francisco, CA (415) 431-4300
Ceiling Fixtures/Chandeliers, Desk & Table, Floor Lamps/Torchieres, Indirect, Task, Ambient, Wall, Custom Lighting
Circle No. 263.

Bradley Contract Lamps
Chicago, IL (312) 337-4665
Ceiling Fixtures/Chandeliers, Desk & Table, Floor Lamps/Torchieres, Indirect, Spotlights/Wallwashers, Wall
Circle No. 264.

Brayton Int'l. Collection
High Point, NC (919) 434-4151
Floor Lamps/Torchieres, Task, Ambient, Desk & Table, Wall
Circle No. 369.

Cannon Products Inc.
Elwood, IN (317) 552-2112
Desk & Table, Wall
Circle No. 265.

Capri Lighting
Los Angeles, CA (213) 726-1800
Ceiling Fixtures/Chandeliers, Desk & Table, Indirect, Integrated Ceiling, Task, Spotlights/Wallwashers, Track Lighting, Wall
Circle No. 373

Casella Lighting
San Francisco, CA (415) 626-9600
Ceiling Fixtures/Chandeliers, Desk & Table, Floor Lamps/Torchieres
Circle No. 266.

Chapman Mfg. Co. Inc.
Avon, MA (617) 588-3200
Ceiling Fixtures/Chandeliers, Desk & Table, Floor Lamps/Torchieres, Indirect, Ambient, Wall
Circle No. 267.

Classic Illuminations
Oakland, CA (415) 465-7786
Ceiling Fixtures/Chandeliers, Desk & Table, Floor Lamps/Torchieres, Ambient, Wall
Circle No. 268.

Collezione Simon Ltd.
Allendale, NJ (201) 825-1151
Ceiling Fixtures/Chandeliers, Desk & Table, Floor Lamps/Torchieres, Indirect, Spotlights/Wallwashers, Wall
Circle No. 269.

Contract Lighting Systems
New Canaan, CT (203) 966-9550
Ceiling Fixtures/Chandeliers, Desk & Table, Indirect, Task, Ambient, Wall
Circle No. 270.

Danjell Creations Inc.
Columbus, OH (614) 878-6870
Integrated Ceiling
Circle No. 271.

Dazor Mfg. Corp.
St. Louis, MO (314) 652-2400
Desk & Table, Task
Circle No. 272.

Dean Kent Ltd.
Woodbury, CT (203) 758-8289
Ceiling Fixtures/Chandeliers, Desk & Table
Circle No. 273.

Deena Products Co.
Houston, TX (713) 789-5177
Desk & Table, Floor Lamps/Torchieres, Wall
Circle No. 274.

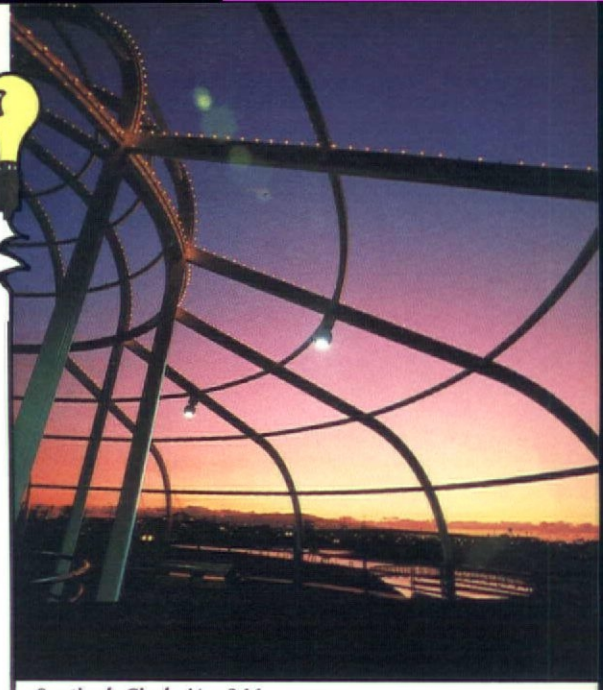
Designer's View Group, Transflor Div.
Miami, FL (305) 371-3291
Ceiling Fixtures/Chandeliers, Indirect, Integrated Ceiling, Ambient
Circle No. 275.

Design Selections Int'l.
New York, NY (212) 751-1321
Ceiling Fixtures/Chandeliers, Desk & Table, Floor Lamps, Torchieres, Indirect, Integrated Ceiling, Task, Ambient, Wall
Circle No. 276.

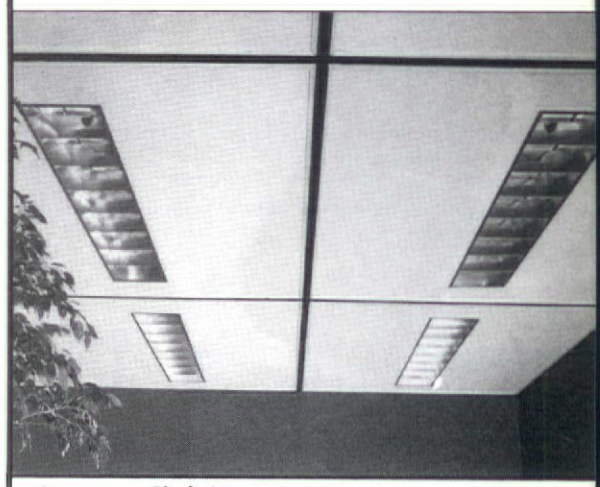
Devine Lighting
Kansas City, MO (816) 241-9440
Emergency, Integrated Ceiling, Spotlights/Wallwashers
Circle No. 374

Donn Corp.
Westlake, OH (216) 871-1000
Integrated Ceiling, Task, Ambient
Circle No. 277.

Electri-Lite
Shelton, CT (203) 735-4414
Desk & Table, Task
Circle No. 278.

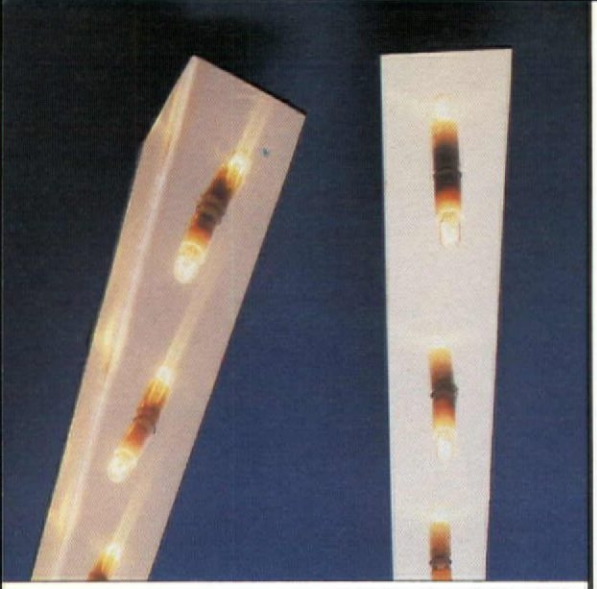


Sentinal, Circle No. 344

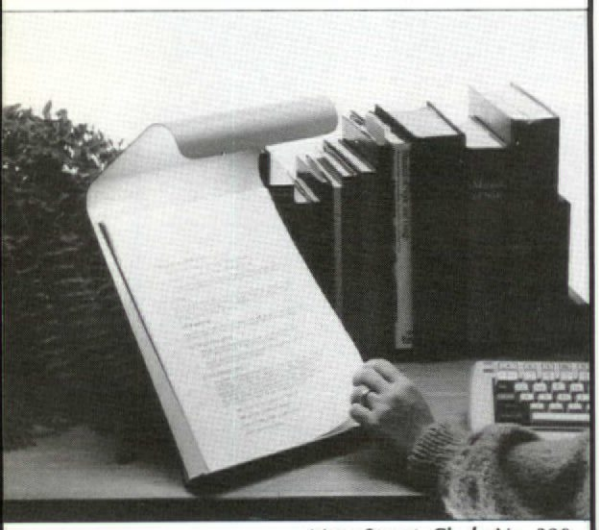


Armstrong, Circle No. 257

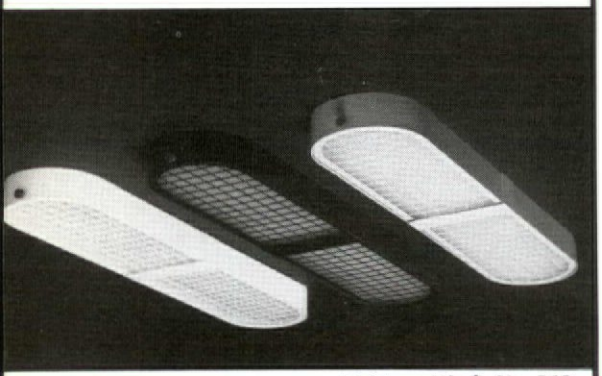
Envel, Circle No. 370



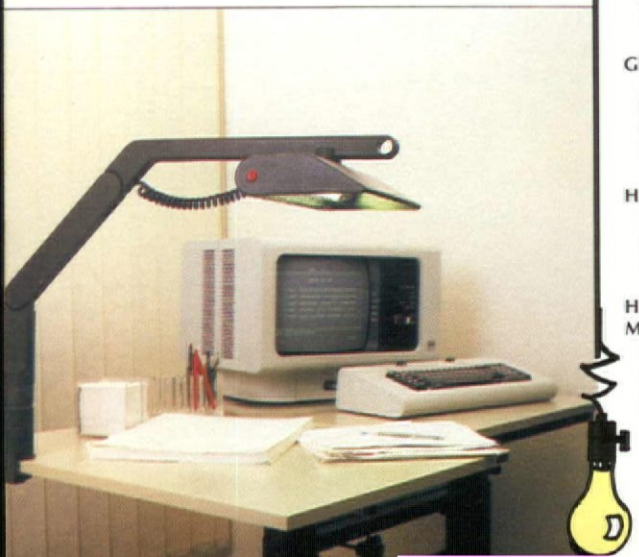
Neo-Ray, Circle No. 325



Mary Street, Circle No. 320



Lightron, Circle No. 310



Hansa, Circle No. 290

1984 Lighting Specification Guide

Electro Controls
Salt Lake City, UT (801) 487-9861
Dimming Systems
Circle No. 279.

Elliptipar Inc.
W. Haven, CT (203) 239-7019
Ceiling Fixtures/Chandeliers, Desk & Table, Indirect, Task, Ambient, Spotlights/Wallwashers, Wall
Circle No. 280.

EMR Lighting
Hauppauge, NY (516) 348-0444
Ceiling Fixtures/Chandeliers, Floor Lamps/Torchieres, Ambient, Wall
Circle No. 281.

Entol Inds. Inc.
Miami, FL (305) 696-0900
Integrated Ceiling
Circle No. 282.

Envel Design Corp.
Los Angeles, CA (213) 478-2524
Ceiling Fixtures/Chandeliers, Ceiling Systems
Circle No. 370.

Murray Feiss Import Corp.
Bronx, NY (212) 292-2024
Ceiling Fixtures/Chandeliers, Desk & Table, Spotlights/Wallwashers, Track Lighting
Circle No. 283.

Feldman Lighting
Los Angeles, CA (213) 627-6731
Ceiling Fixtures/Chandeliers, Task, Ambient, Wall
Circle No. 284.

Fostoria Inds. Inc.
Fostoria, OH (419) 435-9201
Desk & Table, Task, Spotlights/Wallwashers, Display Lighting
Circle No. 285.

Gloco Ind. Inc.
Amityville, NY (516) 842-6565
Ambient, Spotlights/Wallwashers, Track Lighting, Special Effect Lighting
Circle No. 286.

Glowtex Lighting Products Inc.
Erie, PA (814) 453-7184
Ceiling Fixtures/Chandeliers, Architectural Ceiling Systems
Circle No. 287.

HADCO
Littlestown, PA (717) 359-7131
Architectural Outdoor
Circle No. 288.

Halo Lighting Div., McGraw-Edison Co.
Elk Grove Village, IL (312) 956-8400
Emergency, Task, Ambient, Spotlights/Wallwashers, Track Lighting
Circle No. 289.

Hansa Co.
Buffalo, NY (519) 538-4747
Desk & Table, Task
Circle No. 290.

Paul Hanson Co. Inc.
Carlstadt, NJ (201) 933-4873
Ceiling Fixtures/Chandeliers, Desk & Table, Floor Lamps/Torchieres, Wall
Circle No. 291.

Haworth Inc.
Holland, MI (616) 392-5961
Floor Lamps/Torchieres, Indirect, Task
Circle No. 292.

Holophane, Div. Manville
Denver, CO (303) 978-2319
Ceiling Fixtures/Chandeliers, Emergency
Circle No. 293.

House of Dansk
Ft. Lauderdale, FL (305) 565-0003
Ceiling Fixtures/Chandeliers, Desk & Table, Floor Lamps/Torchieres, Task, Wall
Circle No. 294.

Illumalights
Holbrook, NY (516) 588-9000
Ceiling Fixtures/Chandeliers, Desk & Table, Floor Lamps/Torchieres, Spotlights/Wallwashers, Track Lighting, Wall, Tube Lighting
Circle No. 295.

Illuminating Experiences
Elizabeth, NJ (201) 527-8847
Ceiling Fixtures/Chandeliers, Desk & Table, Floor Lamps/Torchieres, Indirect, Task, Ambient, Spotlights/Wallwashers, Wall
Circle No. 296.

Intalite Louvers and Ceilings
Northbrook, IL (312) 564-1570
Integrated Ceiling
Circle No. 297.

IPI
New York, NY (212) 838-2900
Desk & Table, Floor Lamps/Torchieres, Ambient, Wall
Circle No. 298.

Italcenter
Chicago, IL (312) 822-0346
Ceiling Fixtures/Chandeliers, Desk & Table, Floor Lamps/Torchieres, Task, Wall
Circle No. 299.

Juno Lighting
Des Plains, IL (312) 827-9880
Ceiling Fixtures/Chandeliers, Task, Ambient, Spotlights/Wallwashers, Track Lighting
Circle No. 300.

Keene Lighting Products
Wilmington, MA (617) 657-7600
Ceiling Fixtures/Chandeliers, Emergency, Integrated Ceiling, Task, Ambient
Circle No. 301.

Koch & Lowy Inc.
Long Island City, NY (718) 786-3520
Ceiling Fixtures/Chandeliers, Desk & Table, Floor Lamps/Torchieres, Indirect, Task, Ambient, Spotlights/Wallwashers, Track Lighting, Wall
Circle No. 302.

George Kovacs Lighting
New York, NY (212) 683-5744
Ceiling Fixtures/Chandeliers, Desk & Table, Floor Lamps/Torchieres, Indirect, Task, Ambient, Spotlights/Wallwashers, Wall
Circle No. 303.

Ledu Corp.
Trumbull, CT (203) 371-5500
Desk & Table, Floor Lamps/Torchieres, Task
Circle No. 304.

Light/Inc.
New York, NY (212) 838-1130
Ceiling Fixtures/Chandeliers, Desk & Table, Floor Lamps/Torchieres, Indirect, Task, Ambient, Spotlights/Wallwashers, Track Lighting, Wall
Circle No. 305.

Lighting Associates Inc.
New York, NY (212) 751-0575
Ceiling Fixtures/Chandeliers, Desk & Table, Emergency, Floor Lamps/Torchieres, Indirect, Integrated Ceiling, Task, Ambient, Spotlights/Wallwashers, Track Lighting, Wall
Circle No. 306.

Lighting Products Inc.
Gurnee, IL (312) 360-0010
Ceiling Fixtures, Emergency, Indirect, Integrated Ceiling, Task, Ambient, Wall
Circle No. 307.

Lighting Services Inc.
New York, NY (212) 838-8633
Ceiling Fixtures, Floor Lamps/Torchieres, Task, Spotlights/Wallwashers, Track Lighting
Circle No. 308.

Lightolier Inc.
Jersey City, NJ (201) 333-5120
Ceiling Fixtures/Chandeliers, Indirect, Integrated Ceiling, Task, Spotlights/Wallwashers, Track Lighting, Wall
Circle No. 309.

Lightron of Cornwall Inc.
New Windsor, NY (914) 562-5500
Task, Ambient, Spotlights/Wallwashers, Track Lighting, Wall, Tube Lighting
Circle No. 310.

Lightworks
Philadelphia, PA (215) 223-9200
Ceiling Fixtures/Chandeliers, Integrated Ceiling, Tube Lighting
Circle No. 311.

Litelab Corp.
New York, NY (212) 675-4357
Ceiling Fixtures/Chandeliers, Indirect, Task, Ambient, Spotlights/Wallwashers, Track Lighting, Safety Lights
Circle No. 312.

Robert Long Lighting
Healdsburg, CA (707) 431-1050
Ceiling Fixtures/Chandeliers, Desk & Table, Floor Lamps/Torchieres, Indirect, Task, Wall
Circle No. 313.

Charles Loomis Design
Kirkland, WA (206) 823-4560
Ceiling Fixtures/Chandeliers, Wall
Circle No. 314.

Lucifer Lighting Co.
Miami, FL (305) 531-7978
Task
Circle No. 315.

Lumen Design Inc.
Beverly Hills, CA (213) 855-1185
Ceiling Fixtures/Chandeliers, Wall
Circle No. 316.

Lutron Electronics Co.
Coopersburg, PA (215) 282-3800
Light Dimmers
Circle No. 317.

Luxo Lamp Corp.
Port Chester, NY (914) 937-4433
Desk & Table, Floor Lamps/Torchieres, Task
Circle No. 318.

Marvel Lighting Corp.
Fort Lee, NJ (201) 944-2313
Spotlights/Wallwashers
Circle No. 319.

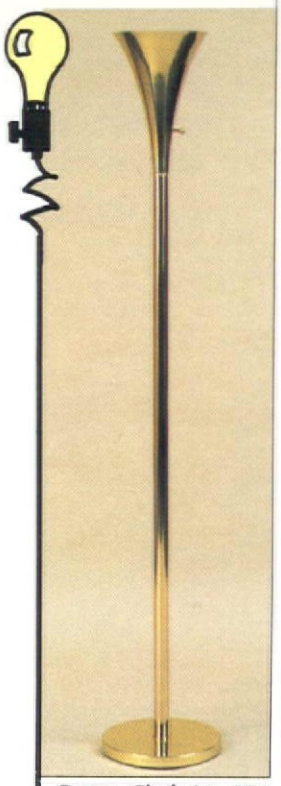
Mary Street Studio
Saugatuck, MI (616) 857-4722
Task
Circle No. 320.

McInnis & Co.
Chicago, IL (312) 243-5254
Ceiling Fixtures/Chandeliers, Desk & Table, Floor Lamps/Torchieres, Task, Wallwashers, Wall
Circle No. 321.

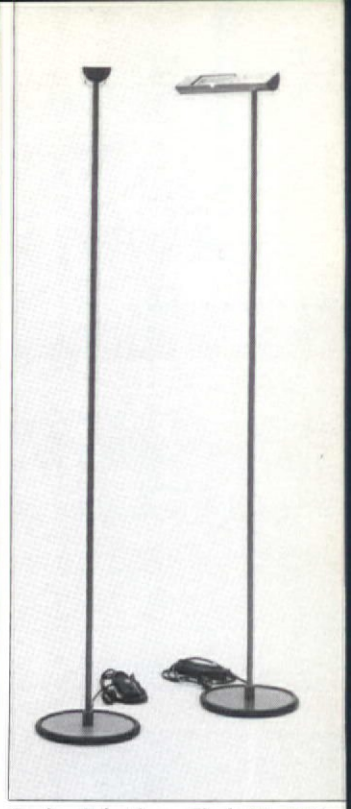
Metropolitan Lighting Fixture Co.
New York, NY (212) 838-2425
Ceiling Fixtures/Chandeliers, Wall
Circle No. 322.

The Miller Co., Lighting Div.
Meriden, CT (203) 235-4474
Ceiling Fixtures, Emergency, Indirect, Ambient, Wallwashers, Wall
Circle No. 323.

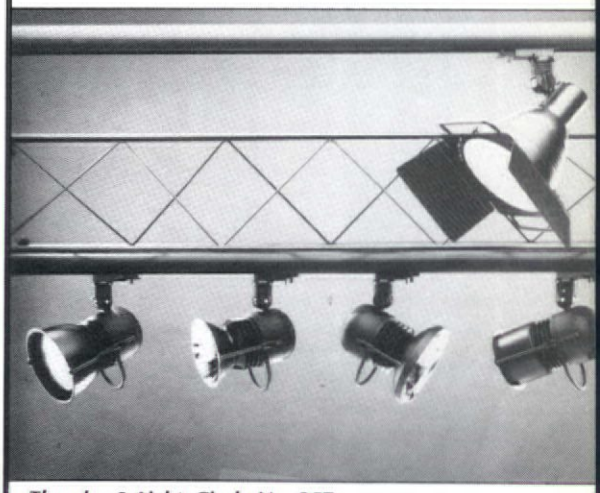
Modaluce of America Inc.
Evanston, IL (312) 475-2010
Ceiling Fixtures/Chandeliers, Desk & Table, Floor Lamps/Torchieres, Indirect
Circle No. 324.



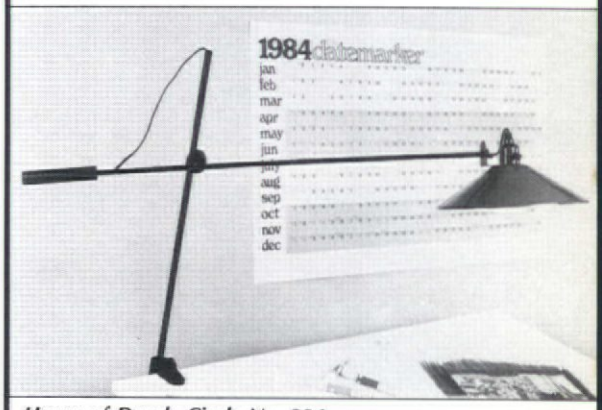
Deena, Circle No. 274



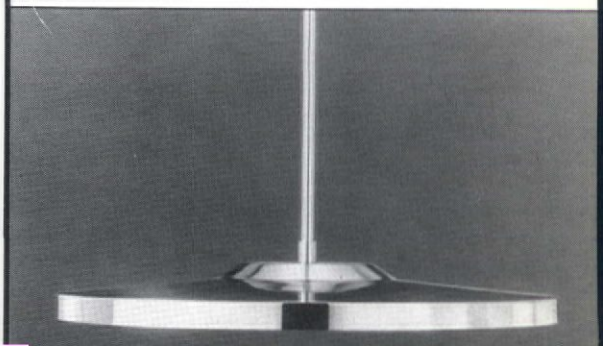
Design Selections, Circle No. 276



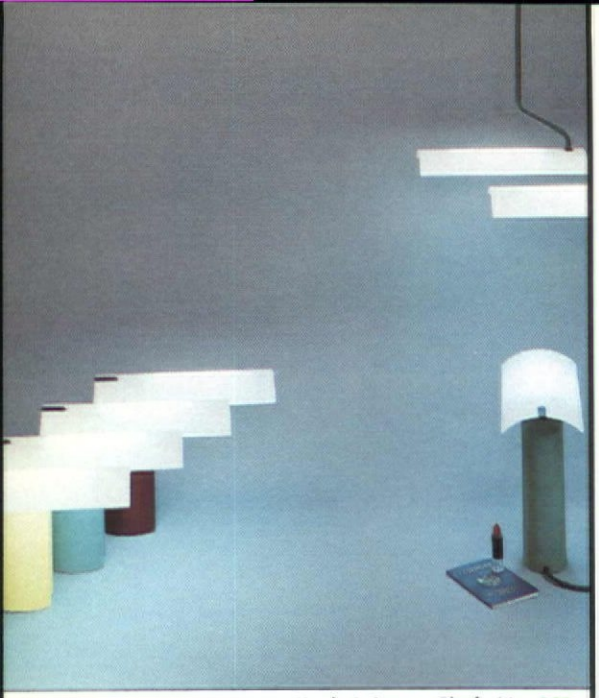
Thunder & Light, Circle No. 357



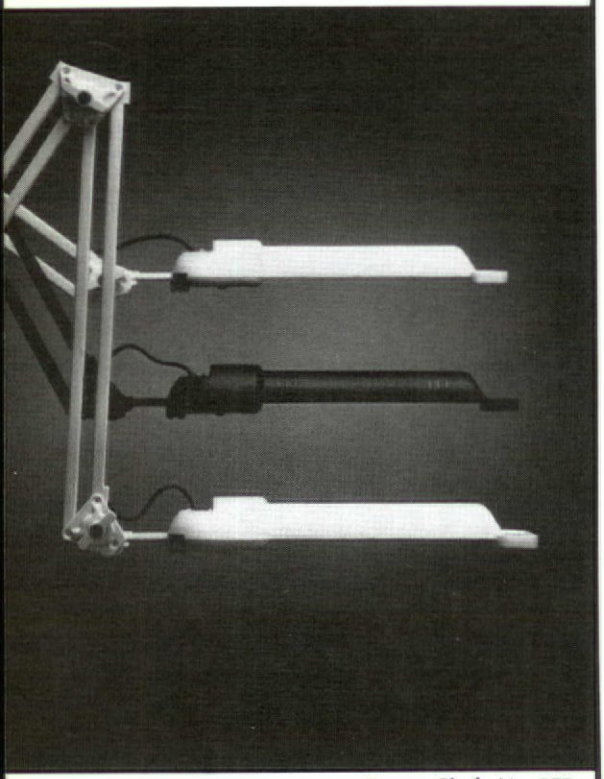
House of Dansk, Circle No. 294



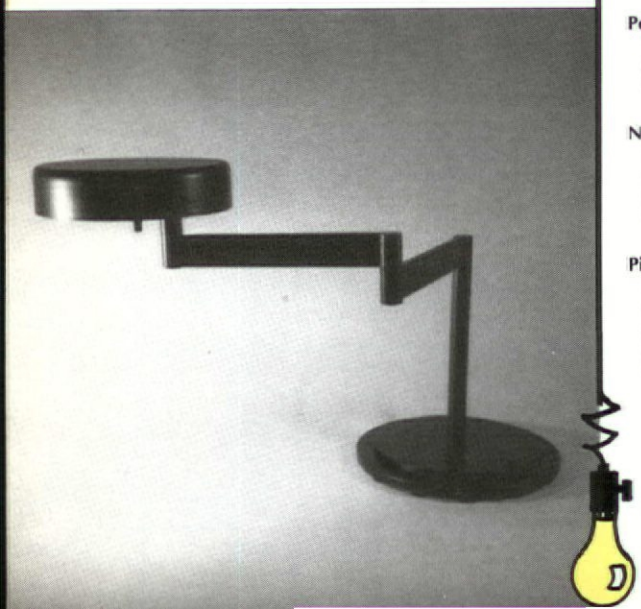
Feldman, Circle No. 284



Koch & Lowy, Circle No. 302



Dazor, Circle No. 272



Contract Lighting Systems, Circle No. 270

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The Morris Greenspan Lamp Co.
West Palm Beach, FL (305) 848-9746
Desk & Table
Circle No. 371.

Neo-Ray Products Inc.
Brooklyn, NY (718) 456-7400
Ceiling Fixtures/Chandeliers, Integrated Ceiling
Circle No. 325.

Nessen Lamps Inc.
Bronx, NY (212) 231-0221
Ceiling Fixtures/Chandeliers, Desk & Table, Floor Lamps/Torchieres, Task, Ambient, Wall
Circle No. 326.

Omega Div., Emerson Electric
Melville, NY (516) 293-8500
Ceiling Fixtures/Chandeliers, Emergency, Indirect, Task, Ambient, Spotlights/Wallwashers, Track Lighting, Wall, Outdoor
Circle No. 327.

Originals 22
Chatsworth, CA (818) 349-5223
Ceiling Fixtures/Chandeliers, Desk & Table, Floor Lamps/Torchieres, Indirect, Wall Outdoor
Circle No. 328.

OSRAM
Newburgh, NY (914) 564-6300
H.I.D.
Circle No. 329.

Paraflex Inds.
Beacon, NY (914) 831-9000
Parabolic Louvers
Circle No. 330.

Park Sherman
Roseland, NJ (201) 228-3600
Desk & Table, Task, Wall
Circle No. 331.

Peerless Electric Co.
Berkeley, CA (415) 456-1516
Indirect, Ambient, Spotlights/Wallwashers
Circle No. 332.

Norman Perry Lamps & Accessories
High Point, NC (919) 889-1555
Chandeliers, Desk & Table, Floor Lamps/Torchieres, Wall
Circle No. 333.

Pieri Creations Inc.
Philadelphia, PA (215) 634-0700
Ceiling Fixtures/Chandeliers, Desk & Table, Floor Lamps/Torchieres, Spotlights/Wallwashers, Wall, Arc Lighting
Circle No. 334.

Polar Mfg. Co.
Philadelphia, PA (215) 426-5605
Desk & Table, Task
Circle No. 335.

Progress Lighting
Philadelphia, PA (215) 289-1200
Ceiling Fixtures/Chandeliers, Indirect, Integrated Ceiling, Task, Ambient, Spotlights/Wallwashers, Track Lighting, Wall, Outdoor
Circle No. 336.

Prudential Lighting
Los Angeles, CA (213) 746-0360
Ceiling Fixtures/Chandeliers, Emergency, Indirect, Task, Ambient, Wall
Circle No. 337.

QOR Technology
New York, NY (212) 219-8294
Ceiling Fixtures/Chandeliers, Desk & Table, Indirect, Integrated Ceiling, Ambient, Spotlights/Wallwashers, Track Lighting, Tube Lighting, Dimmers
Circle No. 338.

Rainbow Lamp Corp.
San Fernando, CA (818) 365-0811
Ceiling Fixtures/Chandeliers, Desk & Table, Floor Lamps/Torchieres, Task, Ambient, Wall
Circle No. 339.

Rambusch
New York, NY (212) 675-0400
Ceiling Fixtures/Chandeliers, Indirect, Spotlights/Wallwashers, Wall
Circle No. 340.

Ron Rezek
Los Angeles, CA (213) 931-2488
Desk & Table, Floor Lamps/Torchieres, Task, Ambient, Wall
Circle No. 341.

Roxter Mfg. Corp.
Long Island City, NY (718) 392-5060
Ceiling Fixtures/Chandeliers, Desk & Table, Floor Lamps/Torchieres, Indirect, Task, Ambient, Spotlights/Wallwashers, Track Lighting, Wall
Circle No. 342.

Royal Haeger Lamps
New York, NY (212) 889-3825
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Sentinal Lighting, Div. Airey-Thompson Co.
Los Angeles, CA (213) 264-1533
Ceiling Fixtures/Chandeliers, Integrated Ceiling, Task, Ambient, Wall
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Spectrums of Light
St. Louis, MO (314) 533-0002
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Staff Lighting Corp.
Highland, NY (914) 691-6260
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Starfire Lighting Inc.
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Steelcase Inc.
Grand Rapids, MI (616) 247-2710
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Sterner Lighting Systems
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The Superior Electric Co.
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Teledyne Big Beam
Crystal Lake, IL (815) 459-6100
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Thomas Inds. Inc.
Louisville, KY (512) 582-3771
Ceiling Fixtures/Chandeliers, Desk & Table, Emergency, Floor Lamps/Torchieres, Indirect, Integrated Ceiling, Task, Ambient, Spotlights/Wallwashers, Track Lighting, Wall
Circle No. 355.

Thunder & Light
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Tivoli Inds. Inc.
Santa Ana, CA (714) 957-6101
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TSAO Design
New Canaan, CT (203) 966-5528
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United Lighting & Ceiling
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Universal Merchandise Corp.
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Ceiling Fixtures/Chandeliers, Desk & Table, Floor Lamps/Torchieres, Wall, Custom
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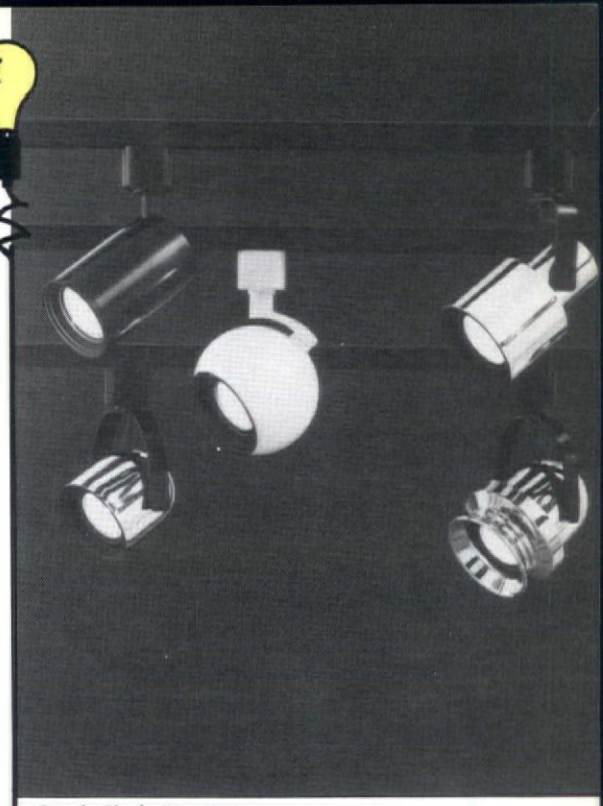
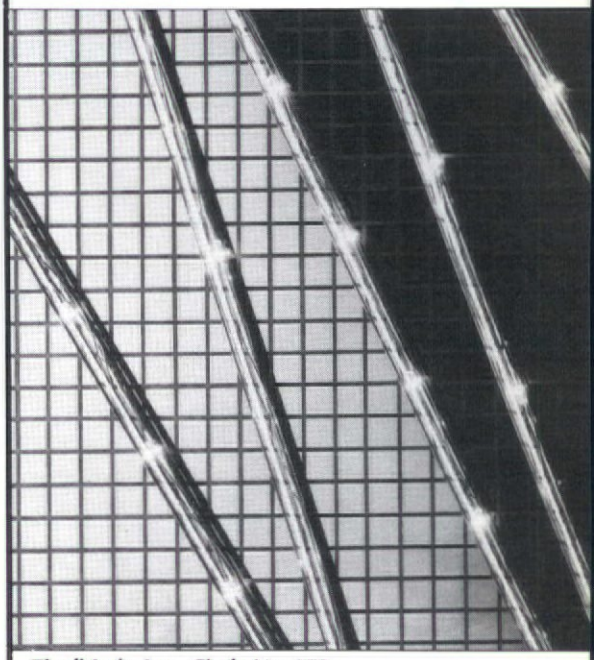


Capri, Circle No. 373



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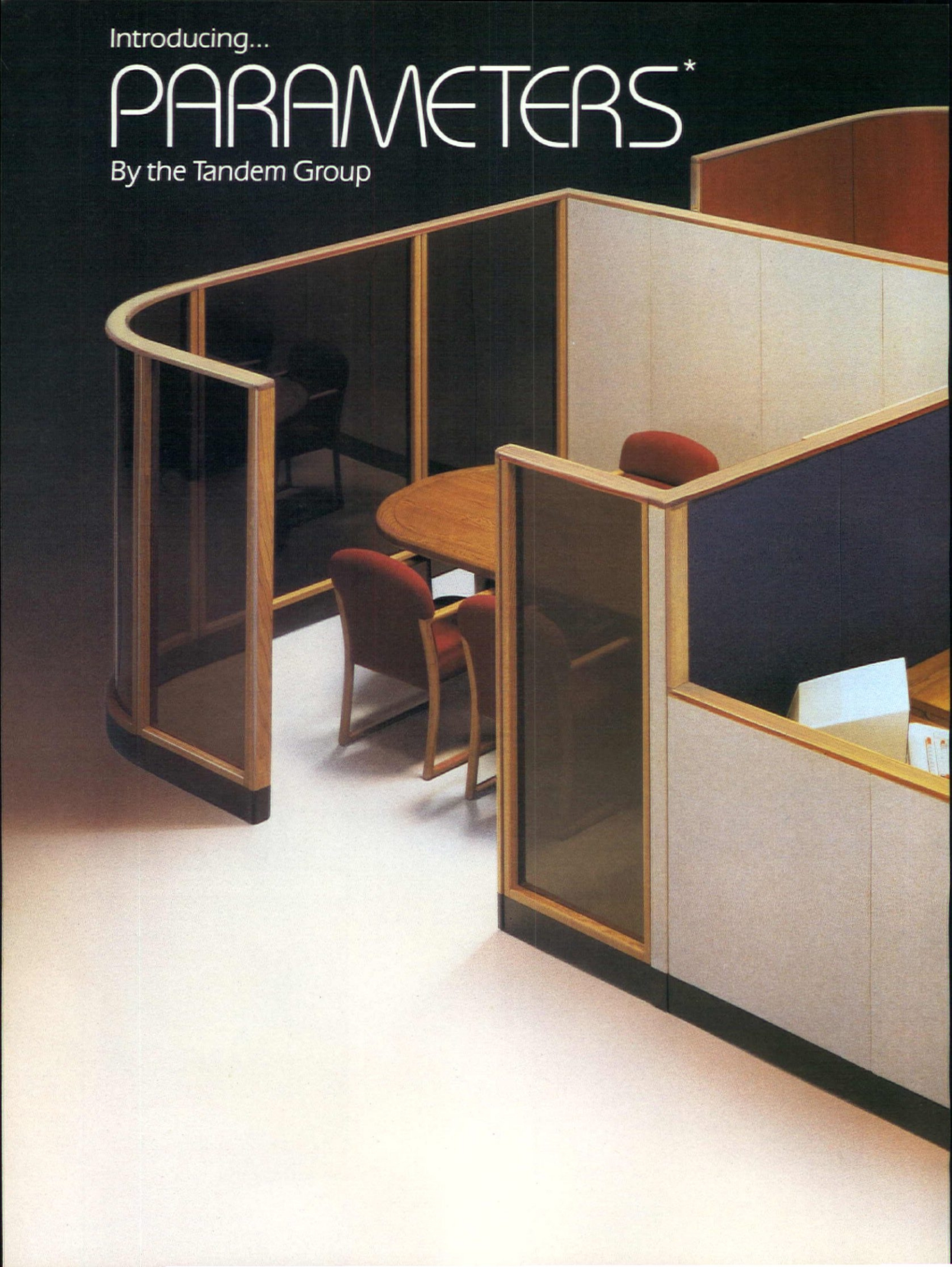
By the Tandem Group



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Designed for the functional use of vertical planes, Parameters provides optimum storage, utility of accessories and styling compatibility with Tandem desks and chairs.
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On August 3, 1492, Christopher Columbus set sail from Spain, seeking honor and wealth by establishing new trade routes with India. Since he had miscalculated the circumference of the earth by 6,331 miles, he was destined to spend years in a vain search for the mainland of Asia. In 1502 he died poor and forgotten.

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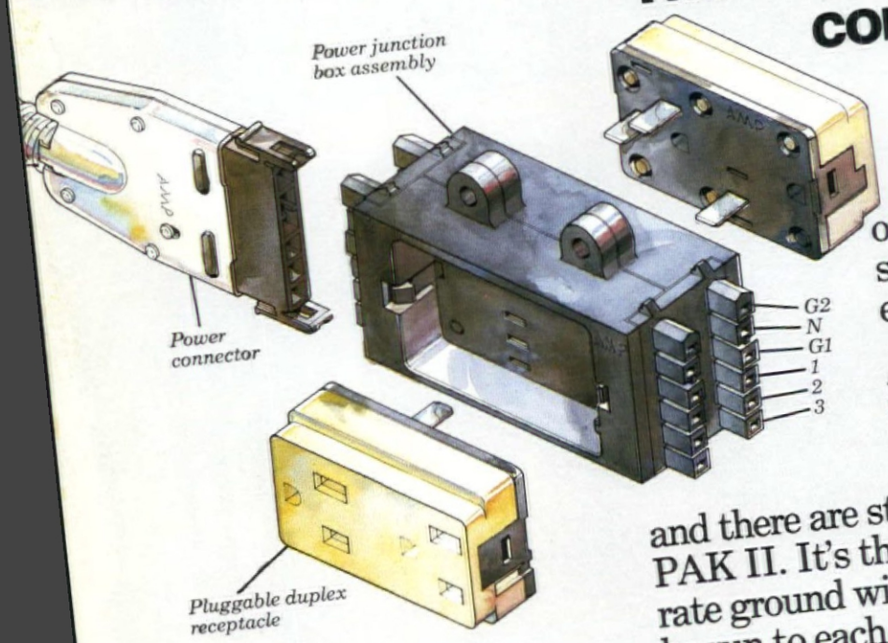
AMP announces a

The AMP PANEL-PAK II six-wire computer power circuits



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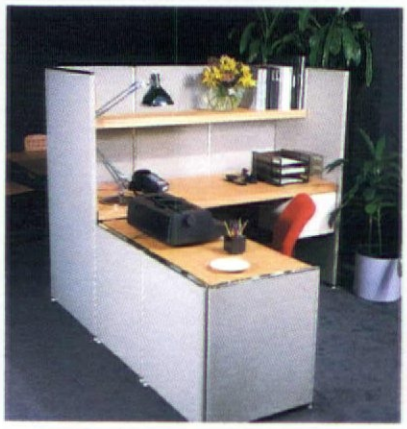
The more electrical and electronic equipment in an office, the more complex the problems of installing power, phone and data systems which won't interfere with each other.

The solution to data circuit interference is specifying modular panels built with a six-wire system. But six-wire systems aren't created equally, and there are strong reasons to specify AMP PANEL-PAK II. It's the only one with two completely separate ground wires. This allows totally separate lines to be run to each terminal. And eliminates the possibility

system for modular office panels. It isolates so they can work without interference.

that radiated interference could cause a loss of data.

AMP PANEL-PAK II has other valuable features as well. Its pluggable receptacles are double-sided, so just one unit is needed to power two offices. And the panel connectors feature make-first, break-last safety on both ground circuits.



To find out more about AMP PANEL-PAK II, you can do one of two things. Write to Tom Spadaro for a free copy of "Power Requirements in the Modern Office," AMP Special Industries, Box 1776, Southeastern, PA 19399. Or call him at (215) 647-1000, Ext. 300.

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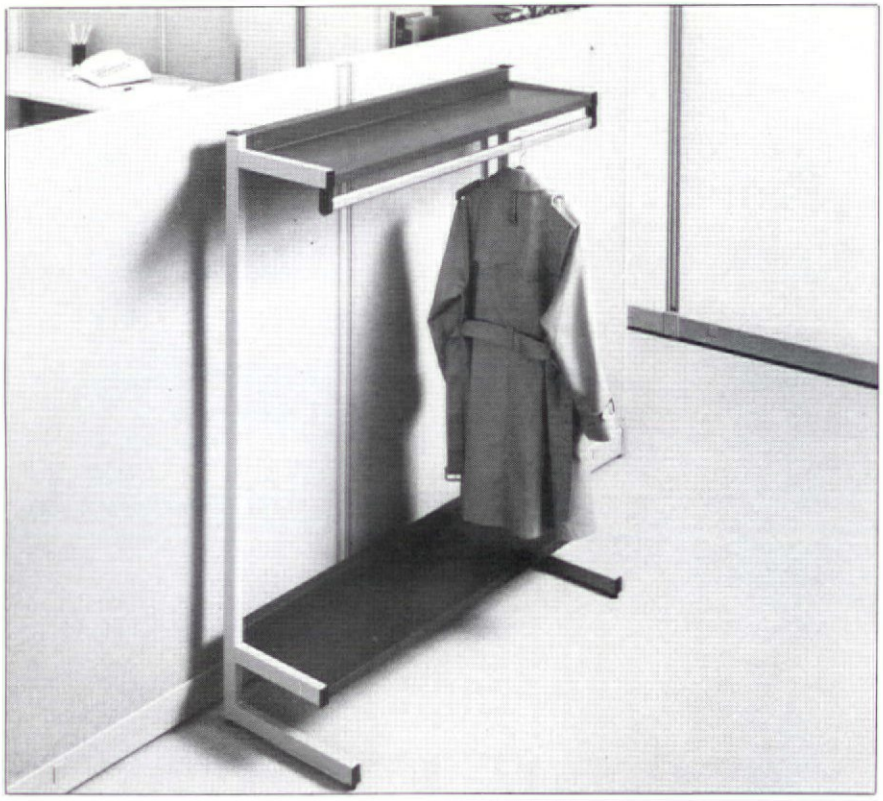
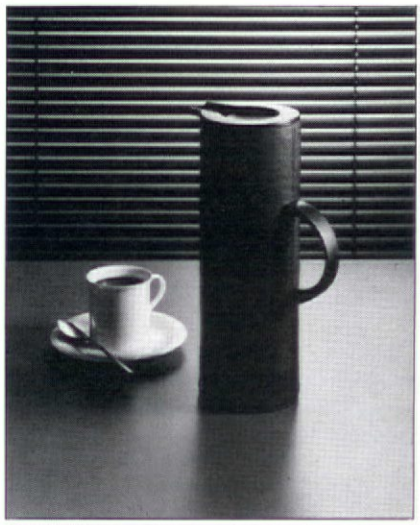


Wardrobe concealed by panel systems

Vogel-Peterson—System Series floor unit stands 62-in. high, and is shorter than most panel systems. As a result, it cannot be seen from the office area. Floor unit is equipped with two, perforated stay-dry shelves and comes in three widths. **Circle No. 419.**

Carafe styled with leather cover



Smokador—Leather-covered thermal carafe is suitable for executive suite or boardroom applications. Measuring 11 7/8-in. high, carafe keeps one liter of liquid hot or cold for hours. Black, brown, or burgundy-colored leather is available for the carafe, which was originally designed in stainless steel by Erik Magnussen. **Circle No. 410.**

Interchangeable faceplates allow users to alternate phone design with decor

Ericsson Communications—Royal 100 telephones are offered with white, black, burgundy, and tan faceplates which can be interchanged as desired. Base colors are black, brown, and white. Phone has touch-tone dialing and state-of-the-art circuitry. **Circle No. 413.**

Plastic panels simulate stained glass

General Lumination—Centuries of stained glass craftsmanship are reproduced in colorful plastic room dividers and ceiling panels. Plastic panels measure 2- by 2-ft. and weigh approximately 4 lbs. **Circle No. 415.**

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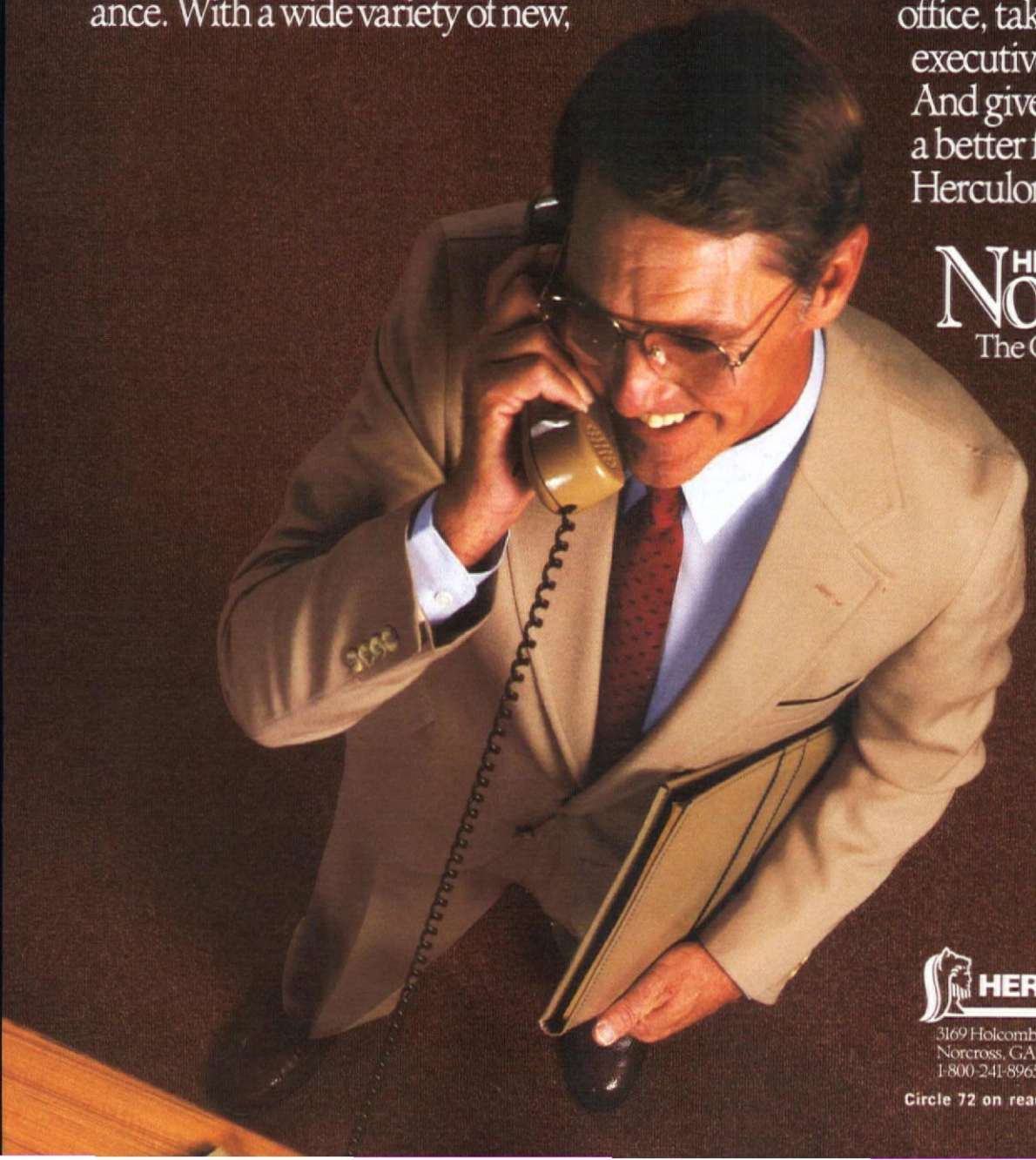

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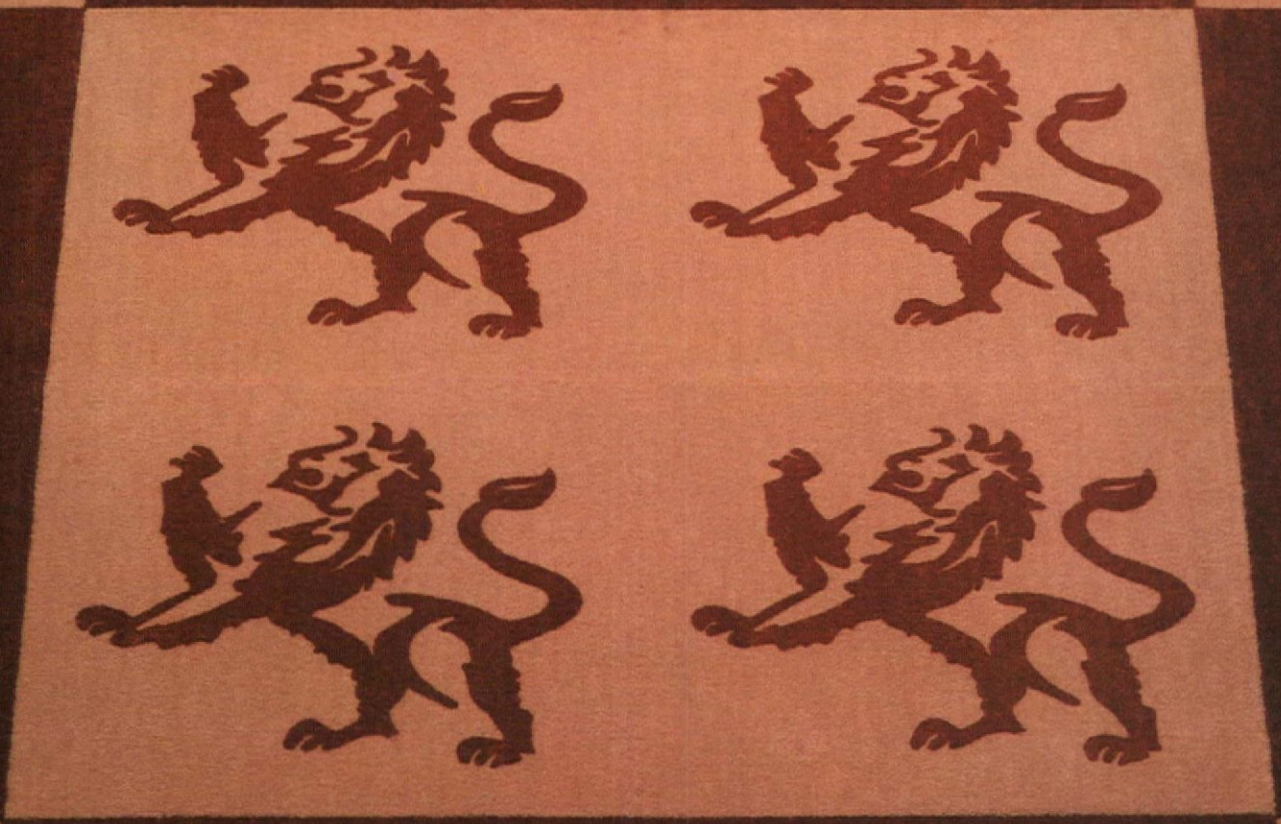

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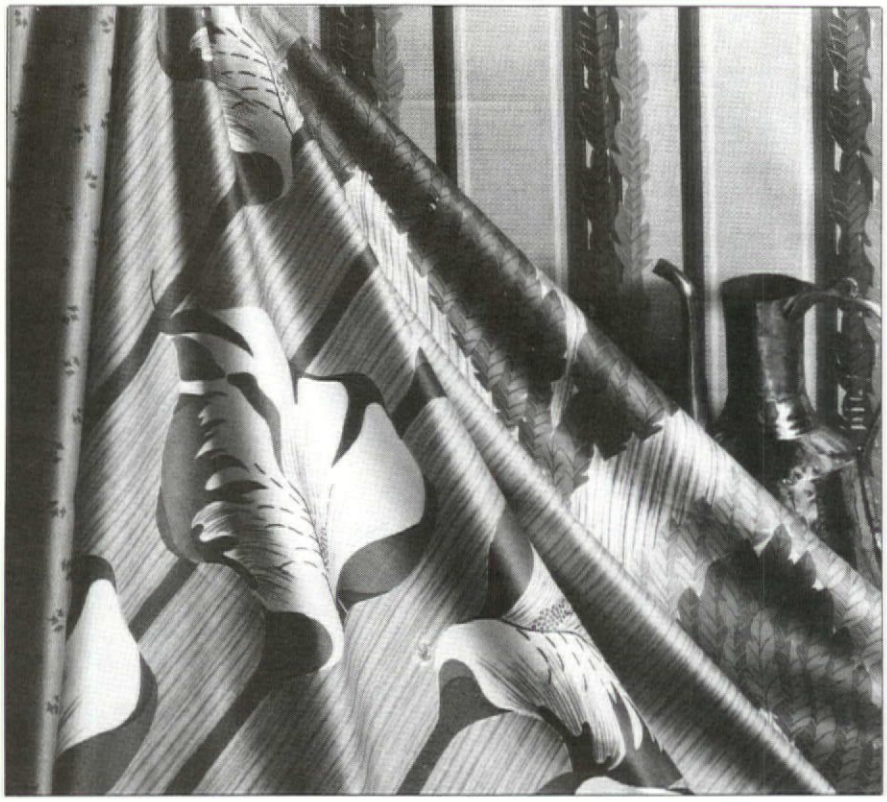
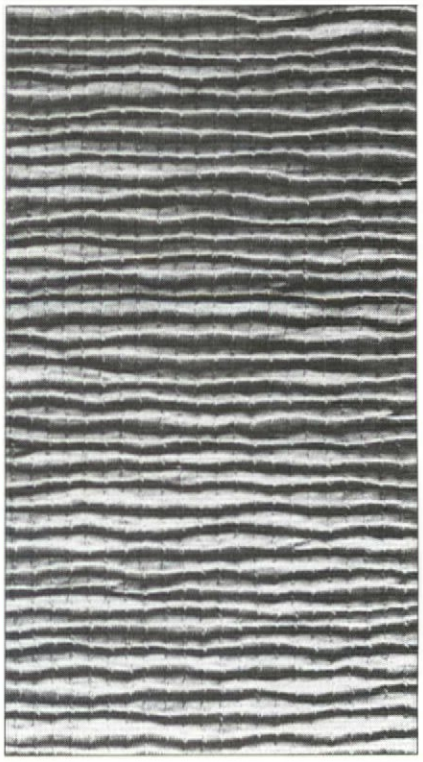
Fabric designs convey tonal effect



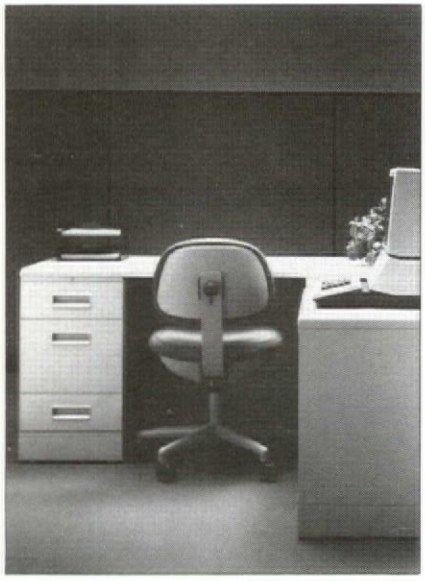
Ronald Charles Assoc.—Groundworks fabric designs are engraved with Galvano screens, producing a tonal effect. Ten patterns including plaids, chevrons, printed textures, and large-scale transitional florals are available. Five color combinations are offered.
Circle No. 408.

Floats resemble surface embroidery

Gretchen Bellinger — Mazurka silk cloque, a part of the firm's Window/Wall collection is custom woven in France. Filling floats impart an impression of surface embroidery. Product has a flamespread rating of 1-A.
Circle No. 465.



Three systems added to ExpanDesk series



Shaw-Walker—Three radius-edge systems have joined the ExpanDesk series. New groupings include metal sled- and cube-base models as well as a cube-base unit with a wood top.
Circle No. 420.

Chair's flexible back mechanism responds to user's body shape

Scope Furniture—Frame of Outline chair is of polished stainless steel and features a flexible back mechanism that adjusts to suit user's body shape. Chair comes in two styles.
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TFS–A Restatement of Traditional Ambience

The traditional quality of TFS is defined by American Black Walnut veneers and solids, silk panel fabrics, beveled walnut top caps and optional decorative molding. Vital office functions are addressed by features including the patented Remote Centra locking system, a complete task/ambient lighting package and a six-wire, three-circuit electrical system. The combination of traditional detailing with effective solutions to the needs of the electronic office, space and storage efficiency, privacy, flexibility and function results in a highly distinctive office system.

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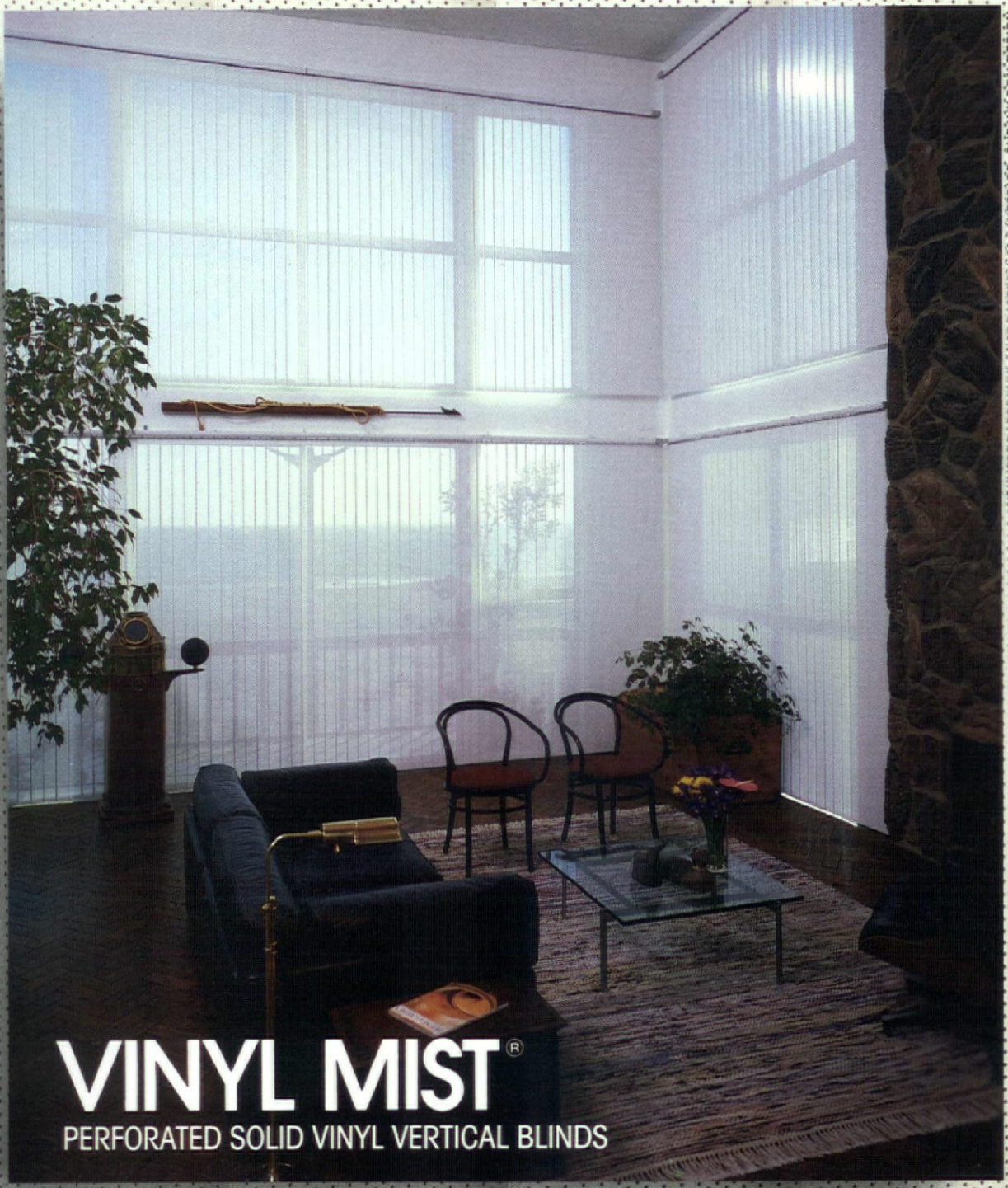

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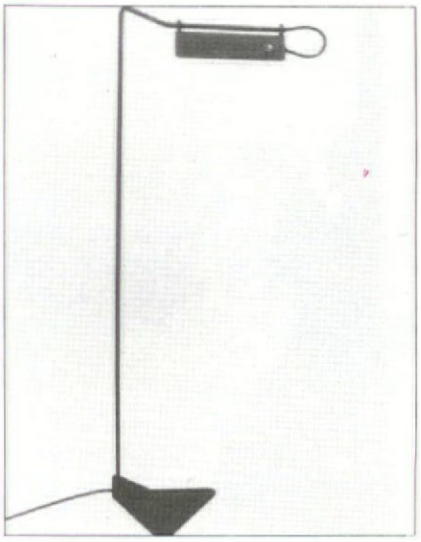
Shelves are easily wall-mounted with moveable track strips

Bretford Mfg. Inc.—Walltrak shelves, wardrobes, bulletin boards, and projection screens are mounted on office walls along strips of track. System quickly and easily converts from one configuration to another. Brown and beige colorations blend with most office decors. **Circle No. 414.**

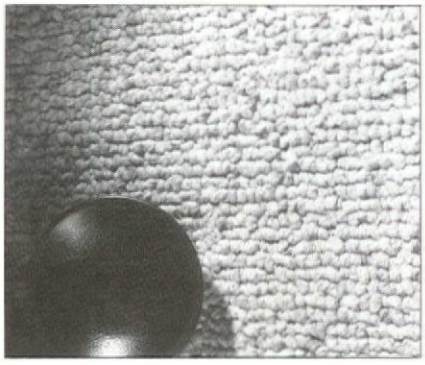
Triangular base featured in new floor lamp



Koch & Lowy Inc.—Delta fluorescent floor lamp stands 44-in. tall on a 9-in. triangular base. Lamp is finished in Nextel Suede, a non-reflective, scratch-resistant material. **Circle No. 412.**

Nylon carpet boasts textured, natural fiber look

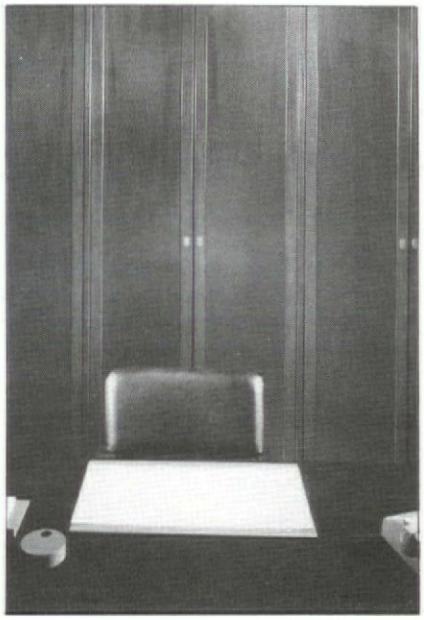
Masland—Jomon nylon carpet has a soft, thick, pebbled, loop texture. Seven Berber colorations in white, warm, and light gray tones enhance the carpet's hand-crafted appearance. Jomon is made from Anso IV HP nylon with Halofresh. **Circle No. 411.**



Sign fabricator instantly creates letters, numbers

Leteron—Econ-O-Sign V can be used to produce 2-, 3-, and 4-in. pre-spaced, pressure-sensitive lettering in a variety of colors. Simply by inserting LeterType character die and turning a handle, user can fabricate letters, numbers, words, and sentences for indoor and outdoor signage applications. **Circle No. 409.**

Executive wall hides computers



ICF—Studimo Plus looks like a paneled wall when closed. However, system can be opened with pocket doors that glide out of sight to reveal a computer center, coat closet, or bar. **Circle No. 418.**

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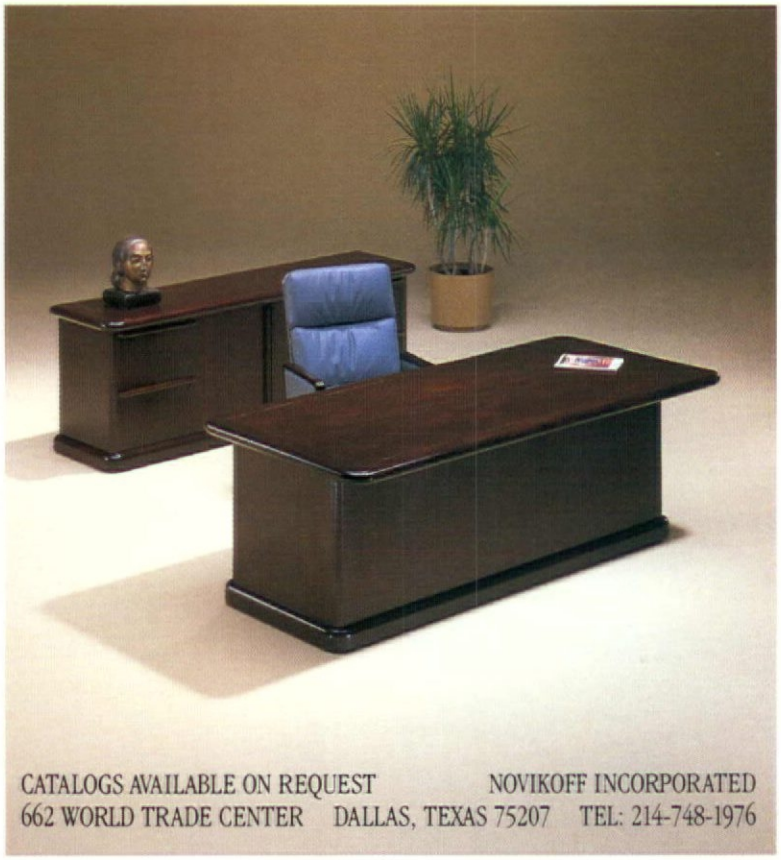

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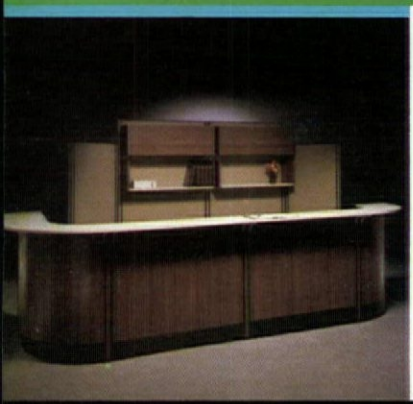

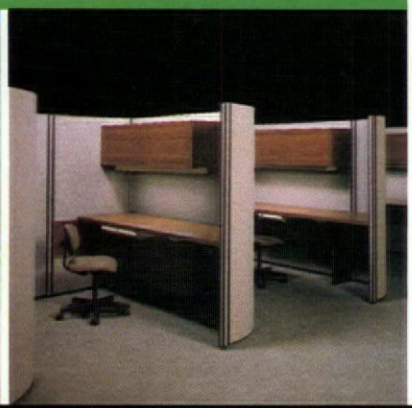

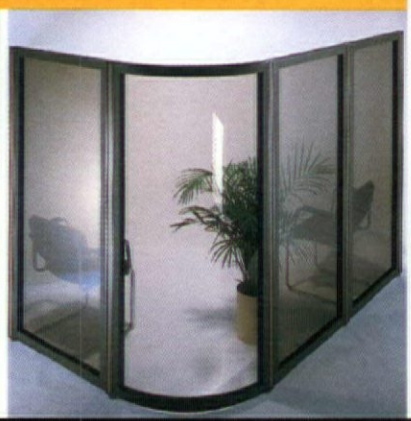

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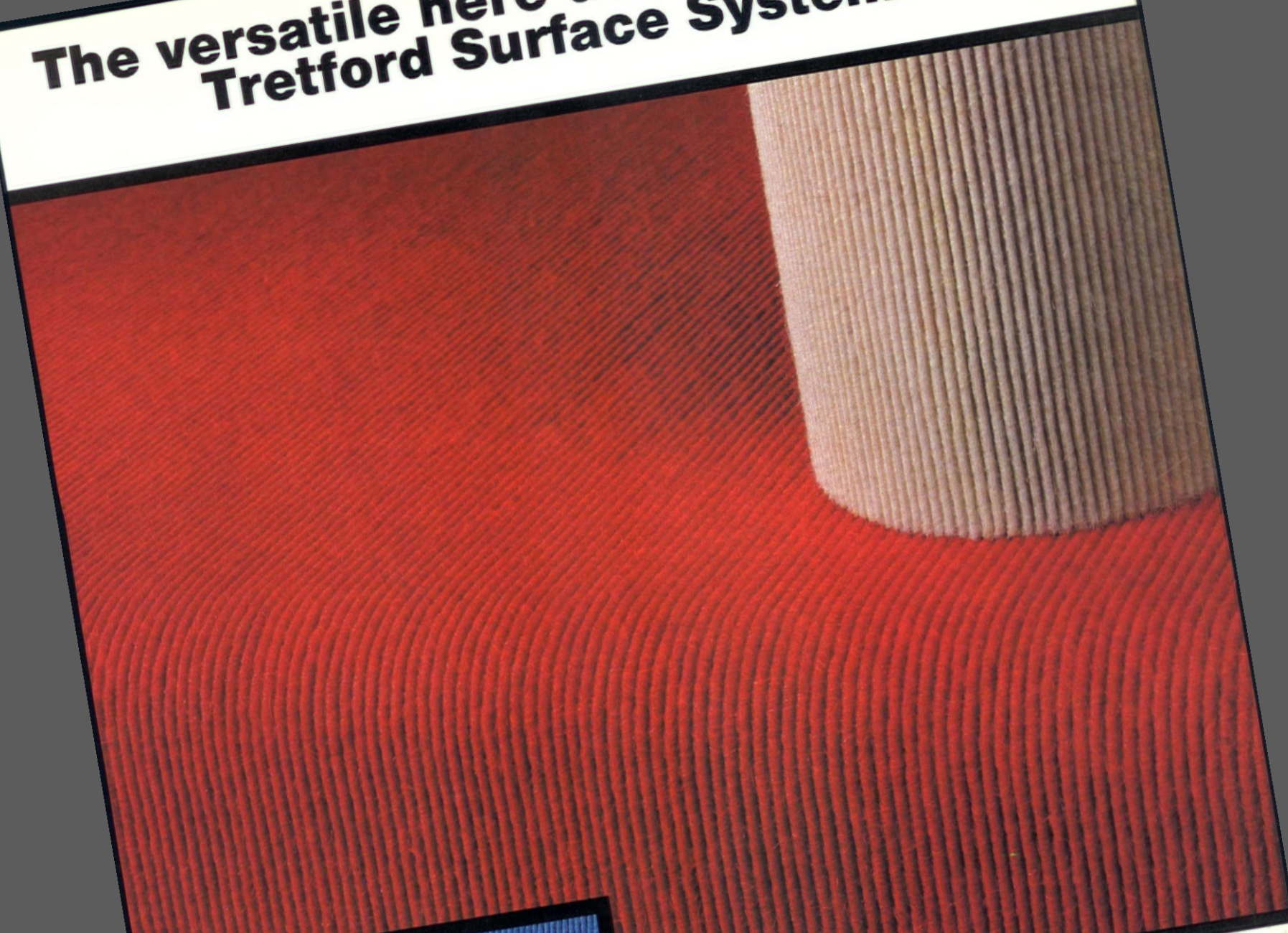

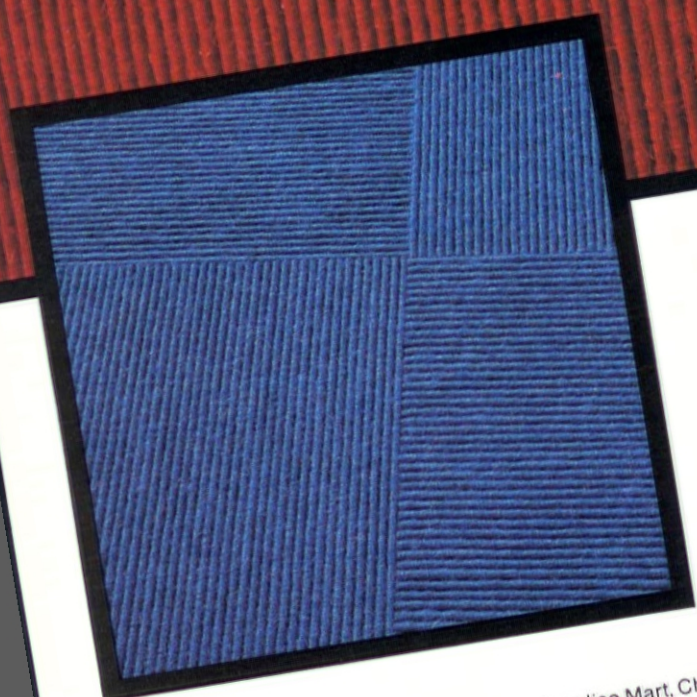

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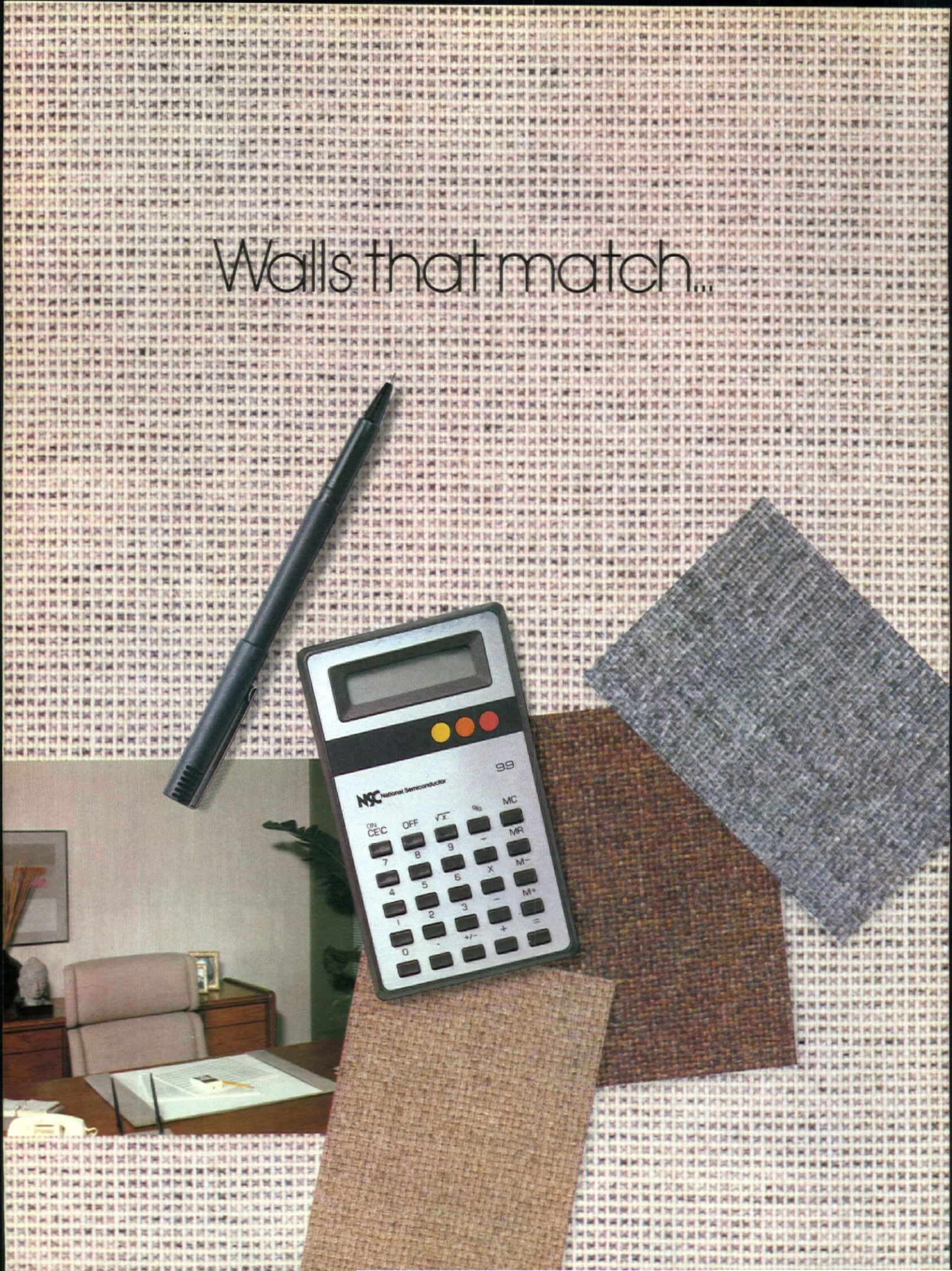

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Contract Coordinates also includes a selection of Belgian linen wallcoverings in both woven and warp lays. Many are Scotchgard treated for added protection against soiling. Scotchgard, a product of 3M Company, is a fabric stain repellent for water and oil based stains.

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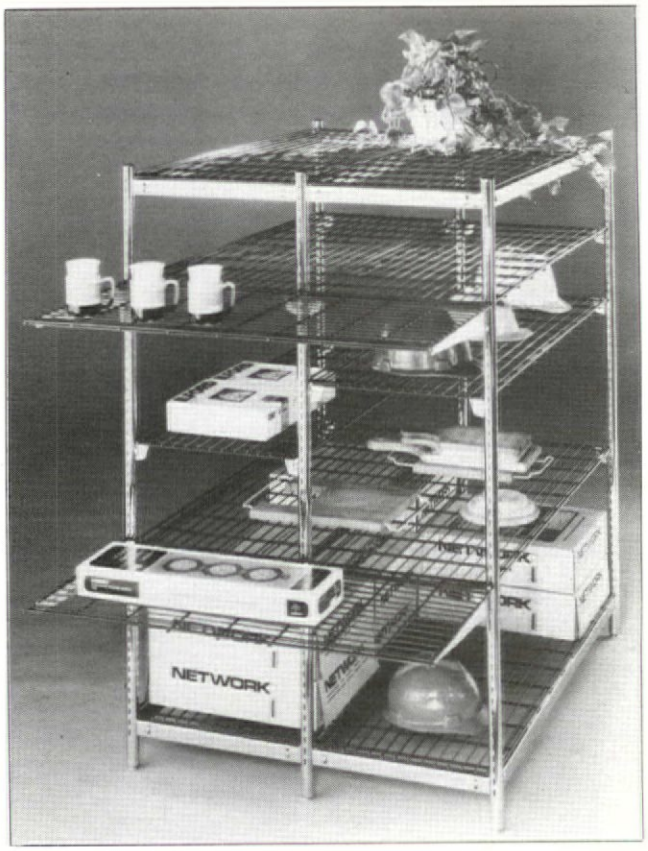
PRODUCTS & SERVICES



DISPLAY SYSTEM MAXIMIZES PRODUCT VISIBILITY

Adjust-A-Shelf tube and wire shelf system from **UNI Corp.** provides maximum product visibility, while accommodating loads of up to 125 lbs. per shelf. System is constructed of heavy-gauge, colored or chrome-finished, four-way slotted steel uprights and crossbars. **Circle No. 442.**

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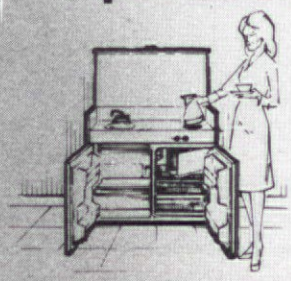

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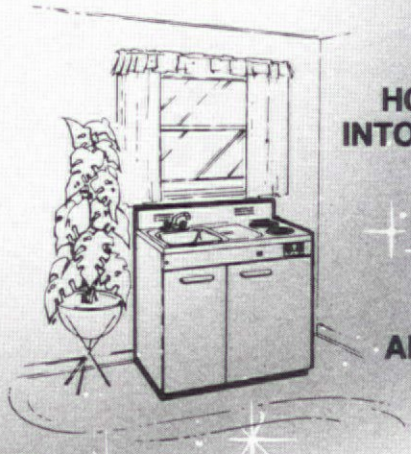
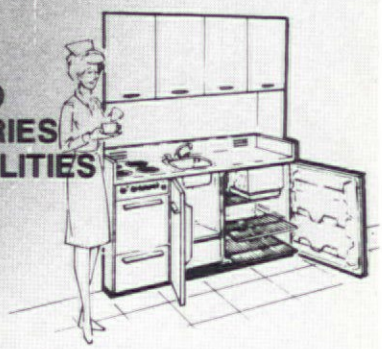


AN EXTRA ROOM INTO RENTAL INCOME



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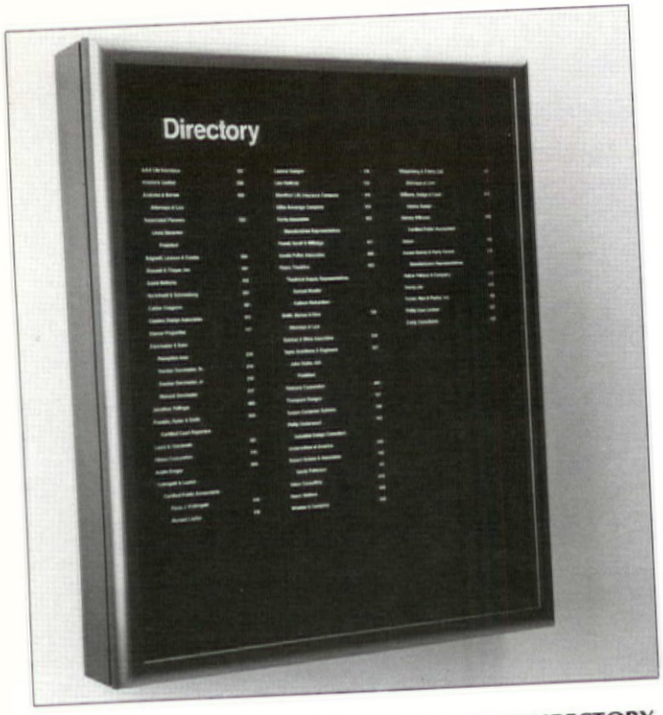

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An illuminated directory and graphic display system has been introduced to the architectural signage market by **APCO.** Available finishes are chrome, brass, and aluminum. System comes in a variety of shapes and sizes. **Circle No. 448.**

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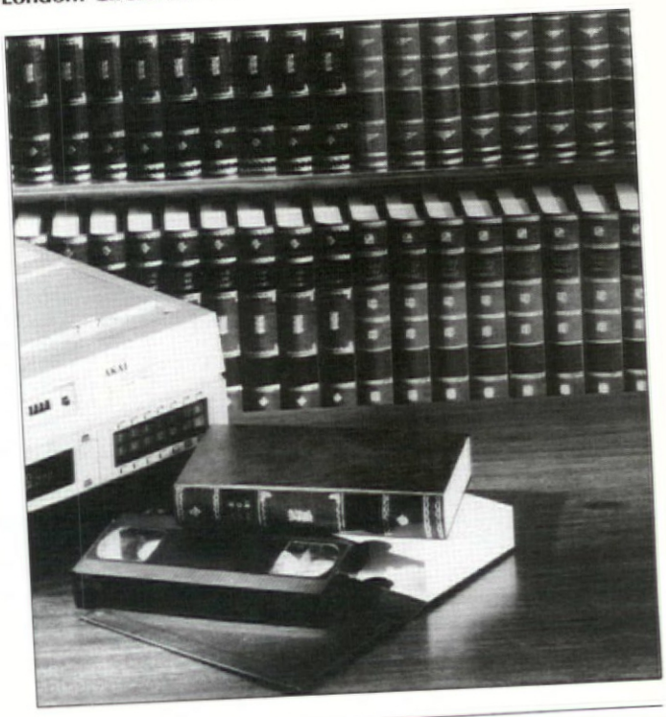

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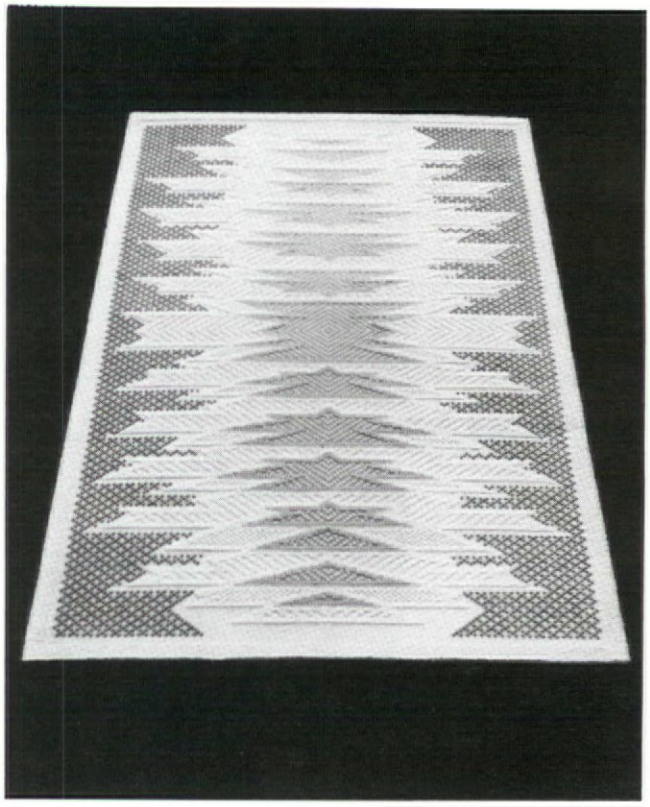

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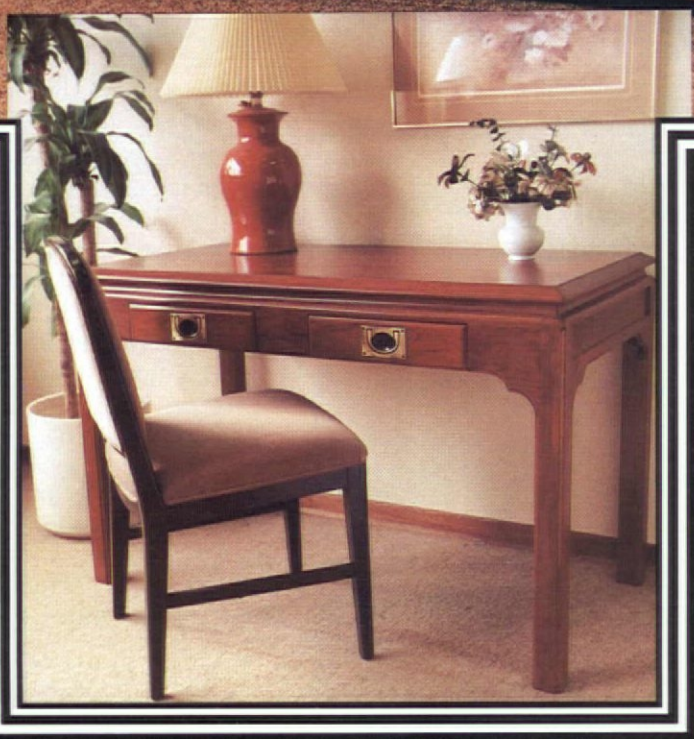

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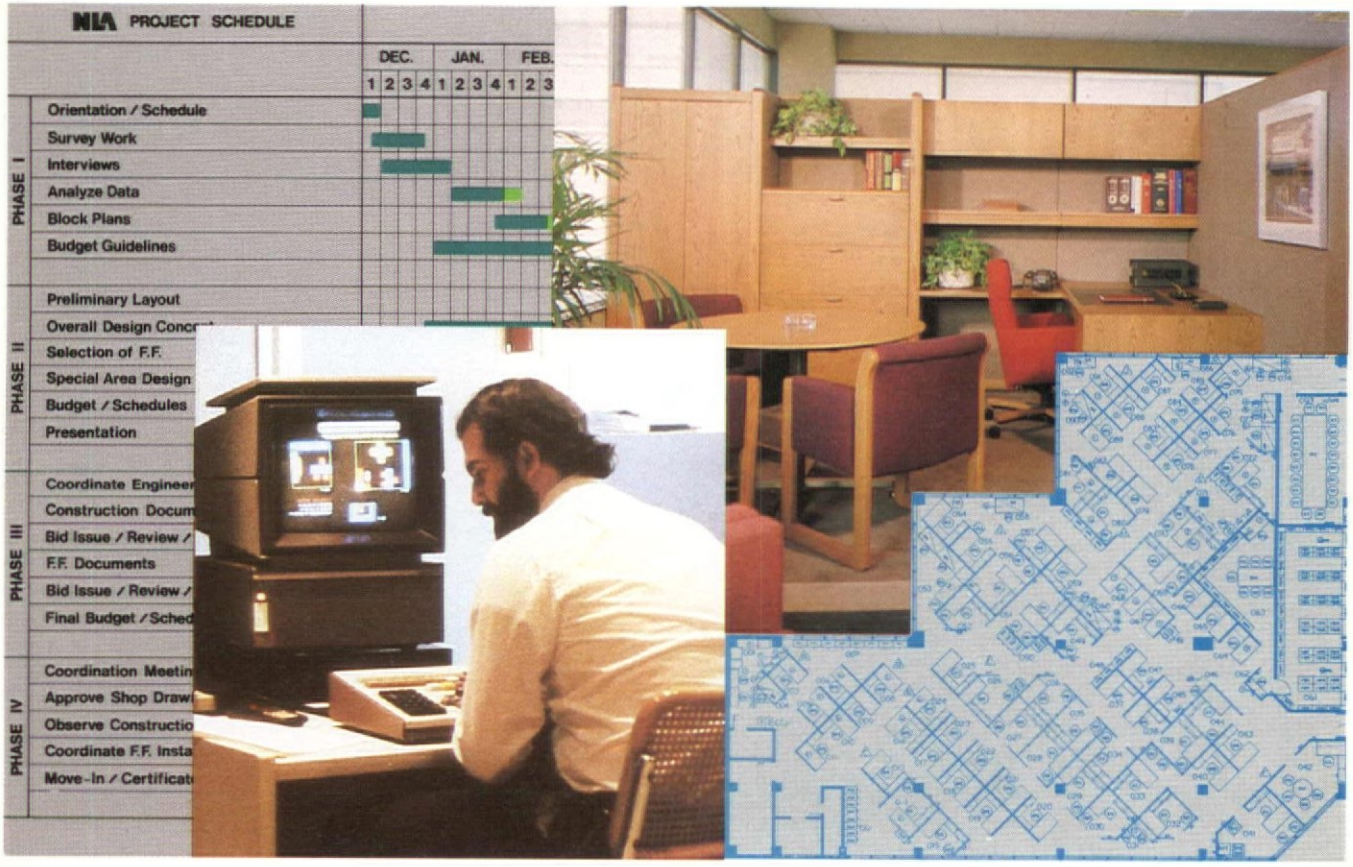

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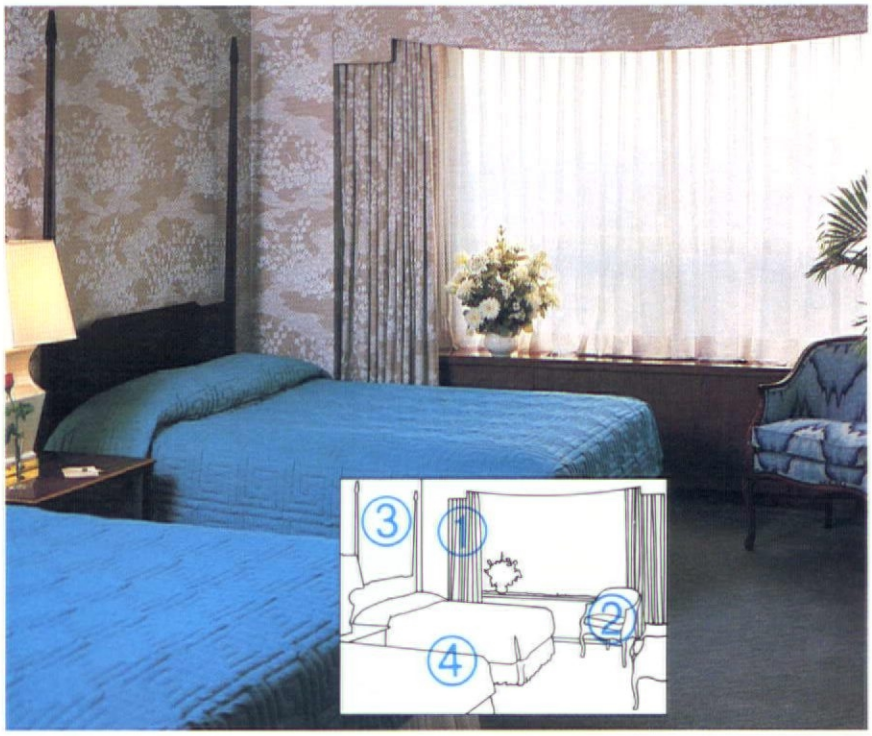

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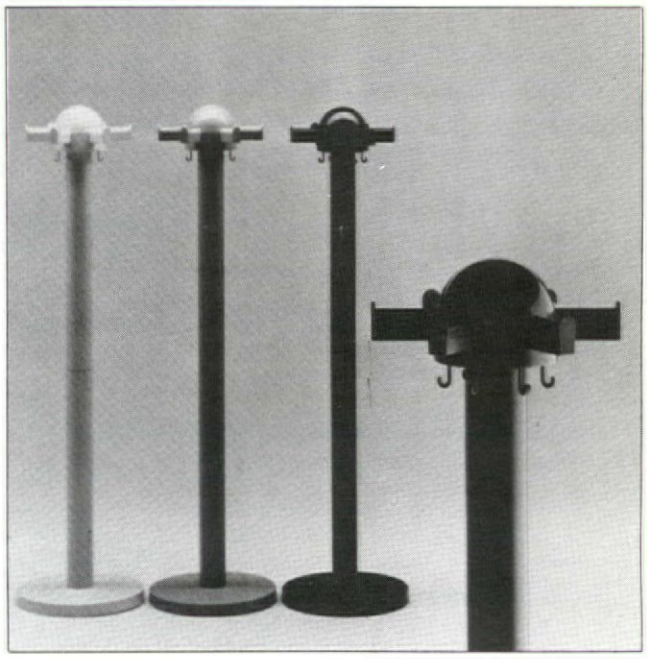

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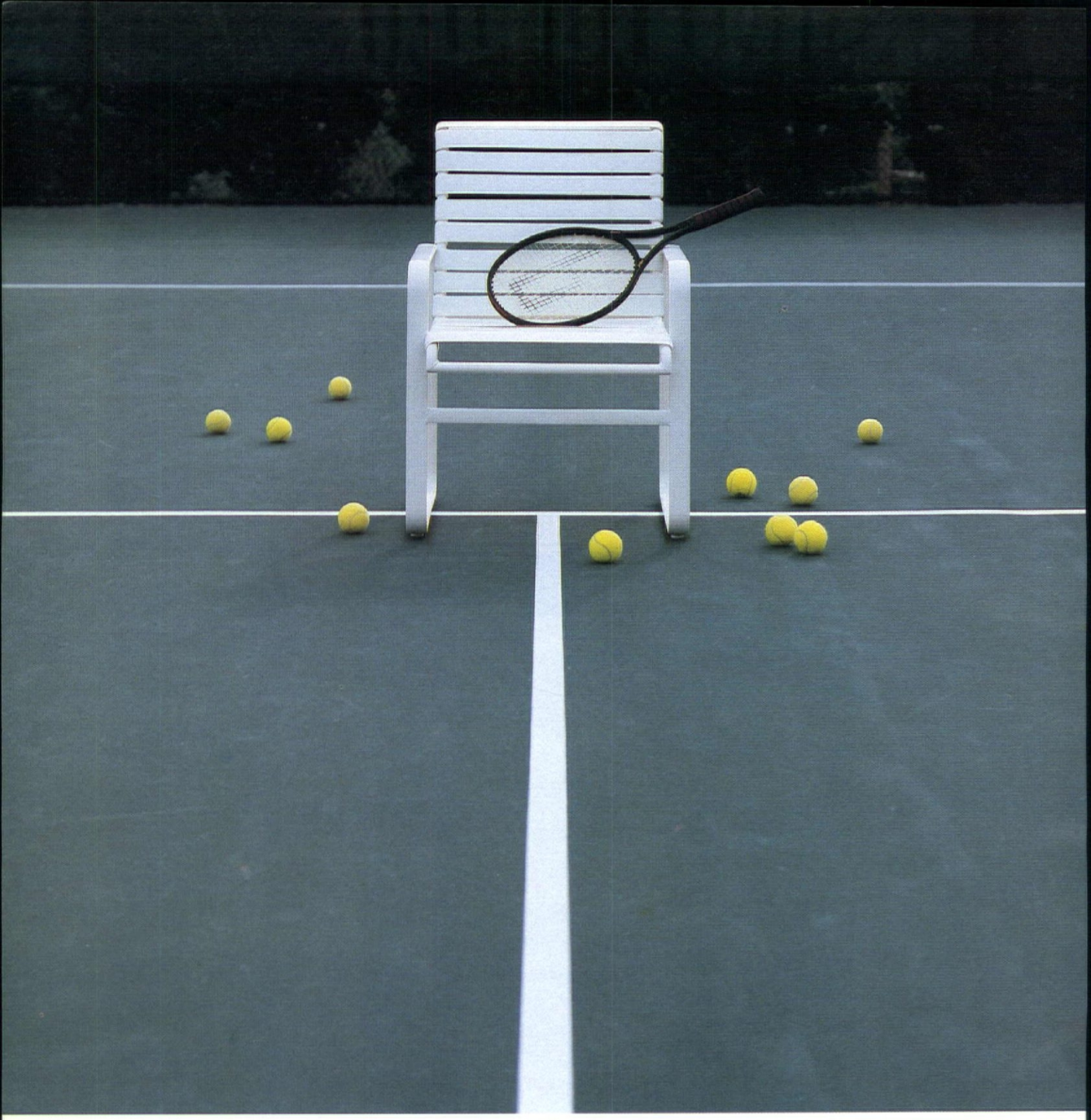

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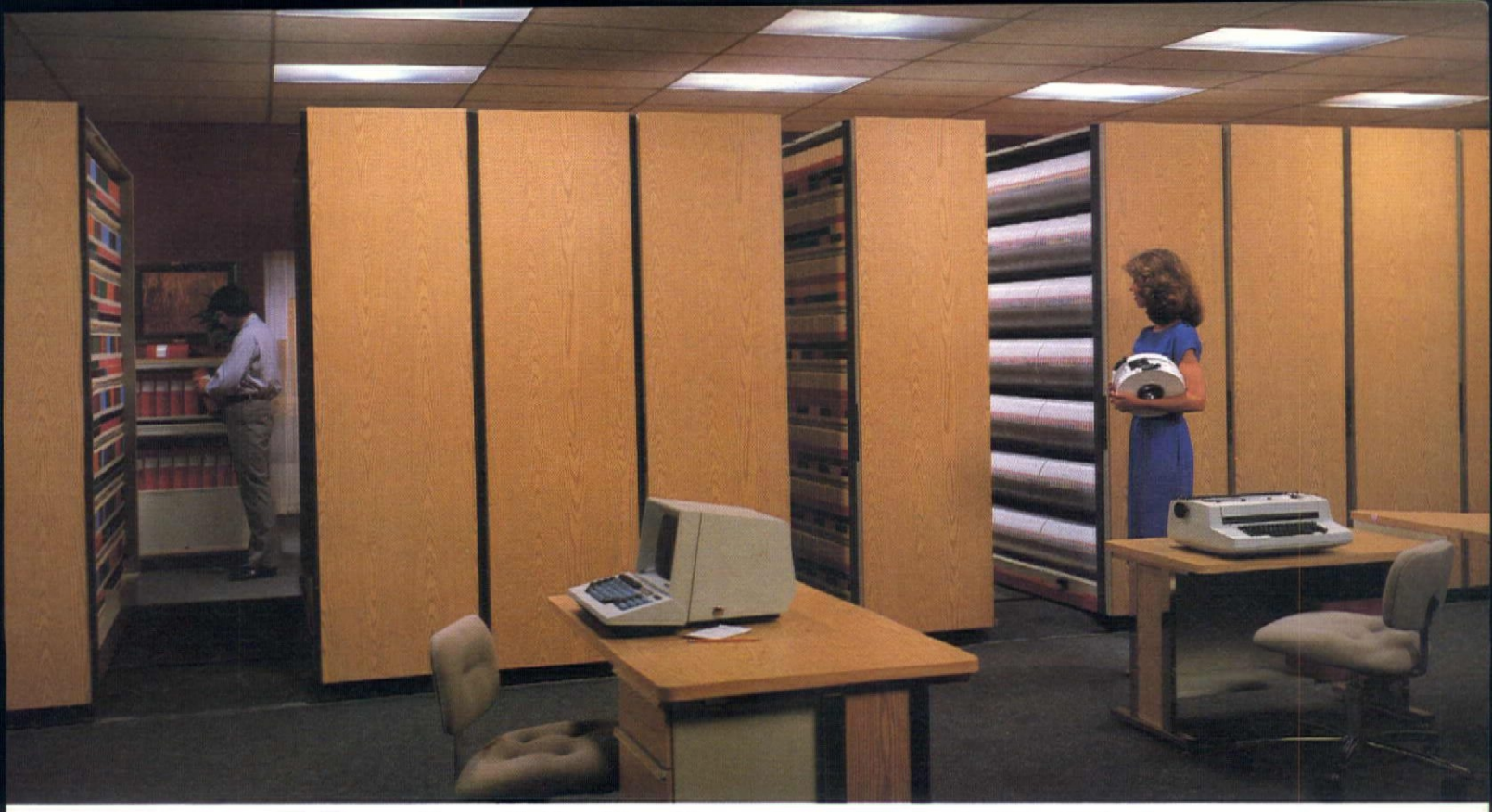

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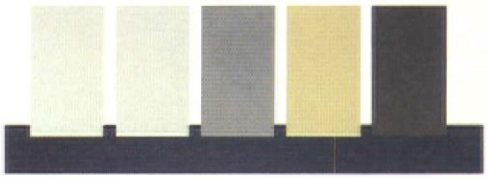

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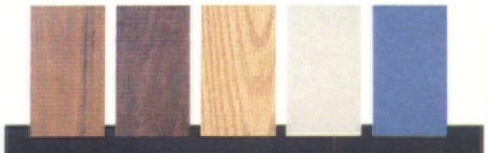

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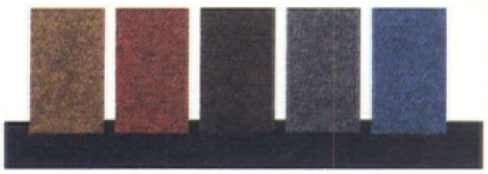

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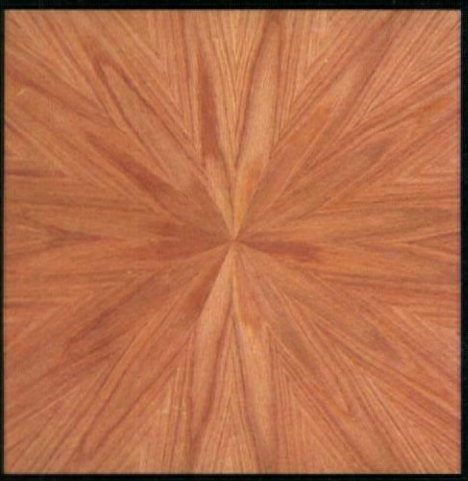

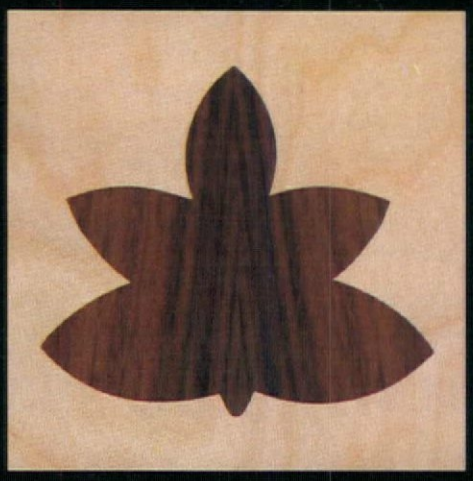

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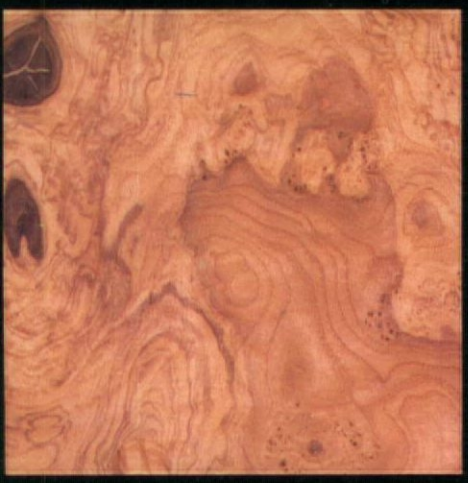

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Coming In December CONTRACT...

Fast Food Chain & Shopping Center "Executive Buyer Edition"

December CONTRACT's Fast Food Chain & Shopping Center "Executive Buyer Edition" features Bonus Circulation to 5,000 fast food chain executives and shopping center developers. Editorial features focus on the latest design techniques and product information for this growing segment of the contract market. The issue also contains a wide variety of topics of interest to all-contract specifier/buyers including...

Fast Food Restaurant Design — Outstanding innovations in design for one of America's biggest industries. Plus, review of furniture, furnishings, and public seating for this booming segment of the food service industry.

Mart & Showroom Buildings — Activities planned for 1985, along with locations, phone numbers, operating hours, access policies, market dates, and key executives, for U.S. marts.

Resilient, Wood & Hard Surface Flooring — Product review of the latest trends, technologies, including photos and descriptions.

Art & Graphics Review — Extensive review of custom and limited edition photos, prints, and photomurals.

Signage Report — What's new in this important product area, including the latest offerings from major manufacturers.

Ad Value For Suppliers — Your ad in December CONTRACT reaches over 34,000 specifier/buyers interested in your products. For more information, call Gary Puro, associate publisher, at 212-869-1300. **Ad space closes November 9.**

Contract

EXECUTIVE BUYER EDITION

A Gralla Publication
1515 Broadway, 24th Floor, New York, N.Y. 10036
212-869-1300

Coming In January...
The Single Most Informative Reference Guide To Products & Suppliers...

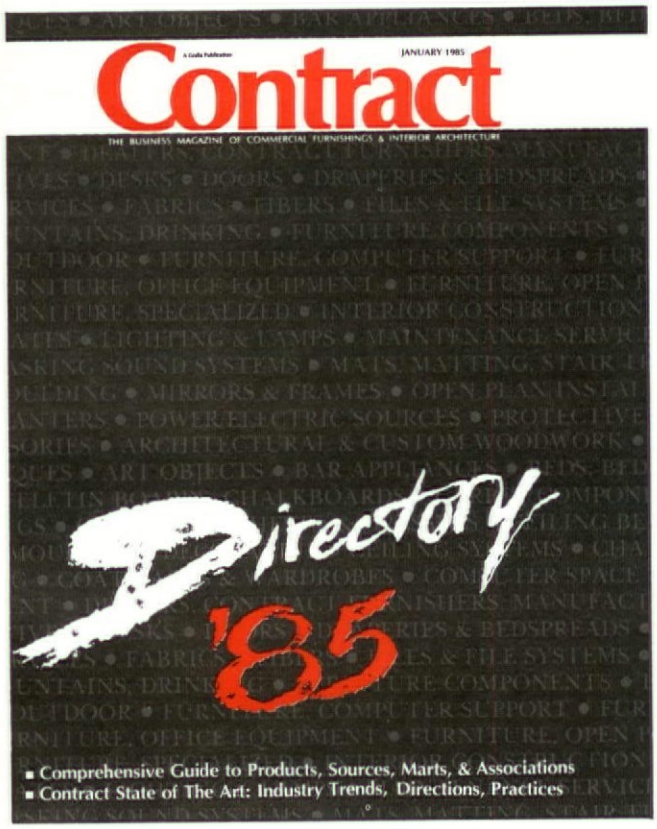
CONTRACT's

"Double Issue" DIRECTORY '85

January CONTRACT gives you and 29,000 other specifier/buyers the best of two magazines in one...our "Double Issue" DIRECTORY '85! The timely news and features you have come to expect are combined with exclusive, comprehensive, easy-to-use DIRECTORY listings. Together they form the most useful reference guide for everyone involved in the all-contract industry.

Immediate Interest Features, Plus Year-Round Reference Guide

- **Contract State-Of-The-Industry Report** — Traces recent developments, and examines trends and projections for the year ahead.



- **Alphabetical Master List Of Suppliers** — Totaling 2,500 firms.
- **Listing Of Manufacturers By Product Category** — From Accessories to Window Shades.
- **Guide To Marts, Permanent Exhibits, Associations, & Societies.**
- **Index of 1984 CONTRACT Feature Articles**

CONTRACT's "Double Issue" DIRECTORY '85 Don't Miss It!

Ad Value For Suppliers: For more information on how your ad in the DIRECTORY can get you year-long exposure, 12-month bonus distribution, free construction leads, and more — call Gary Puro, associate publisher at 212/869-1300. **Ad space closes December 14.**

Contract

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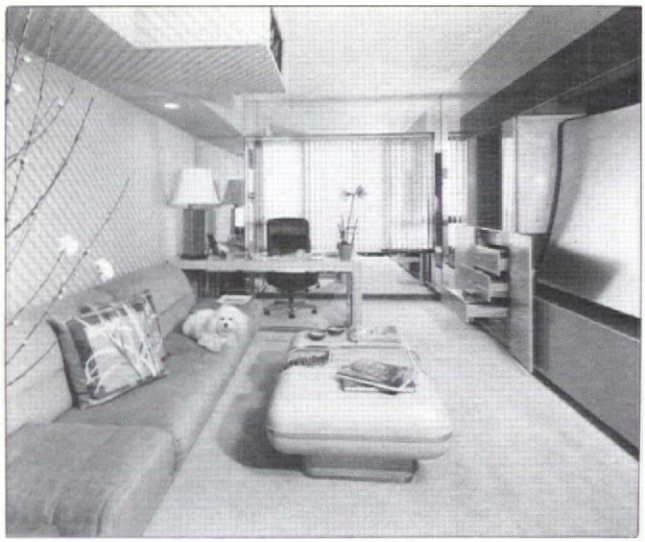
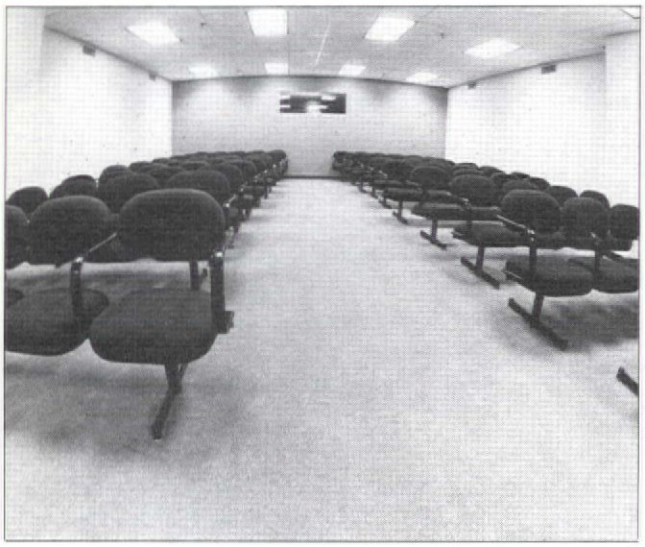


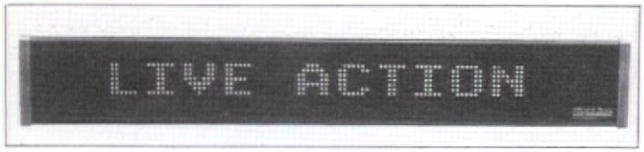
LINEN COMPLEMENTS MEDIA INTERIOR

Linen fabric from **Glant Fabrics** can cover walls, sofa, projector, and vertical blinds of media rooms. Fabric was custom-dyed in Italy. **Circle No. 445.**



MODULAR CARPETS COME IN TWO SIZES

Lees Carpet's modular floorcoverings come in 18- or 24-in. squares. Broadloom coordinates are available for all styles. Pictured is firm's cut-pile, 38-oz. twist-textured carpet tile. **Circle No. 439.**



BRIGHT RED LEDs MAKE MESSAGES EASY-TO-READ

SignLine message displays from **Universal** offer 16 display modes plus animation and graphics. Easy-to-read red LED messages are created by a simple-to-use typewriter keyboard. **Circle No. 441.**

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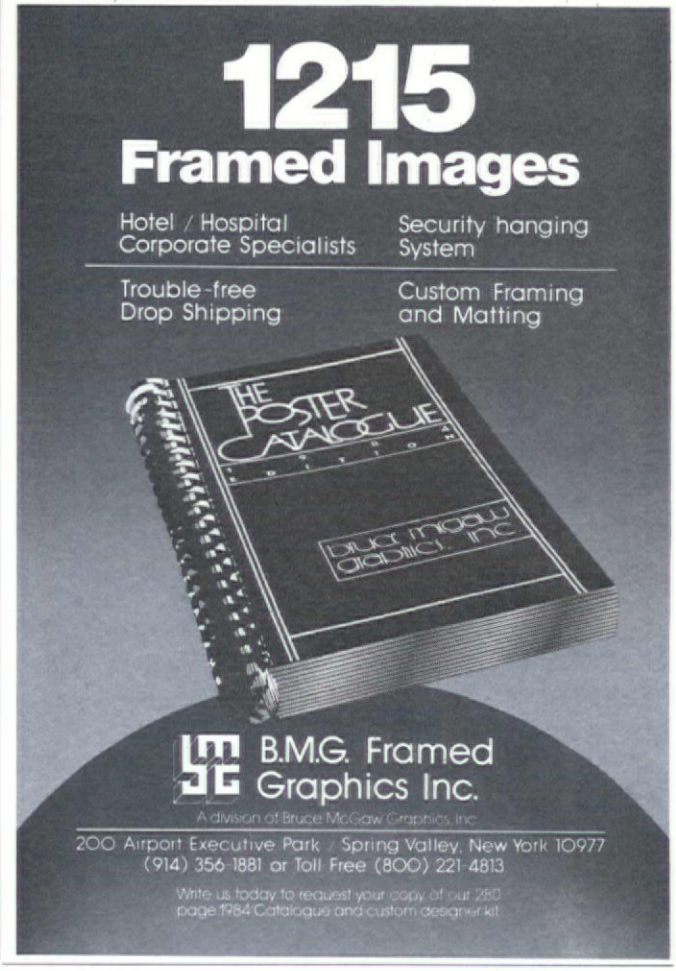

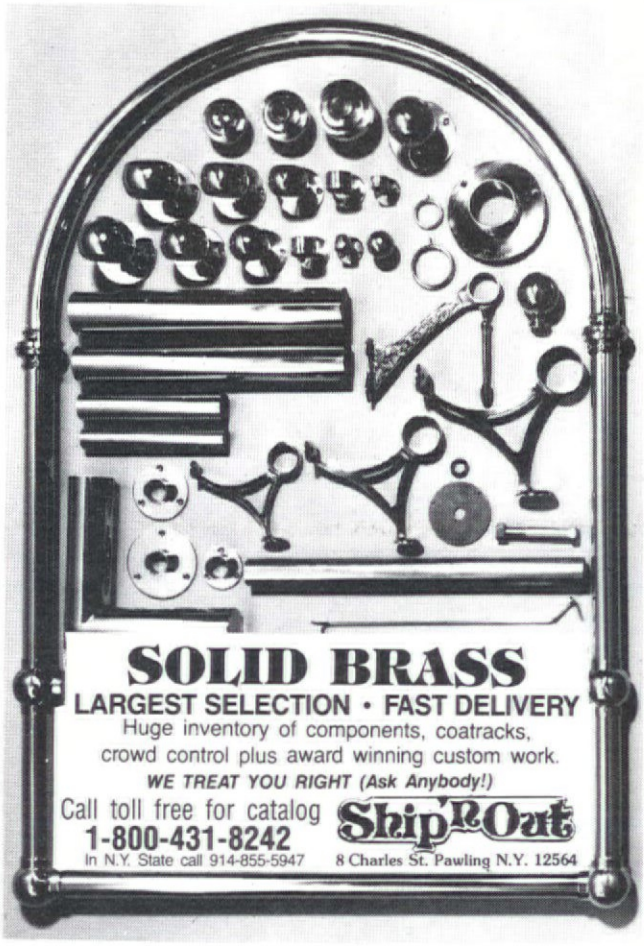

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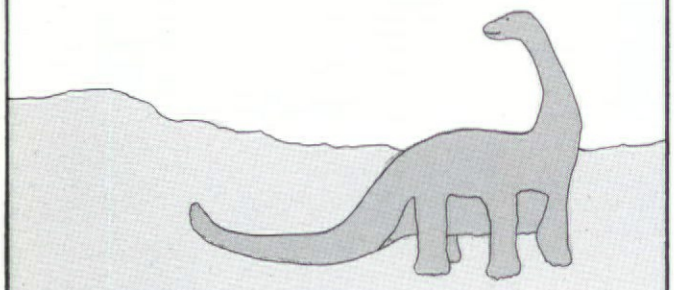

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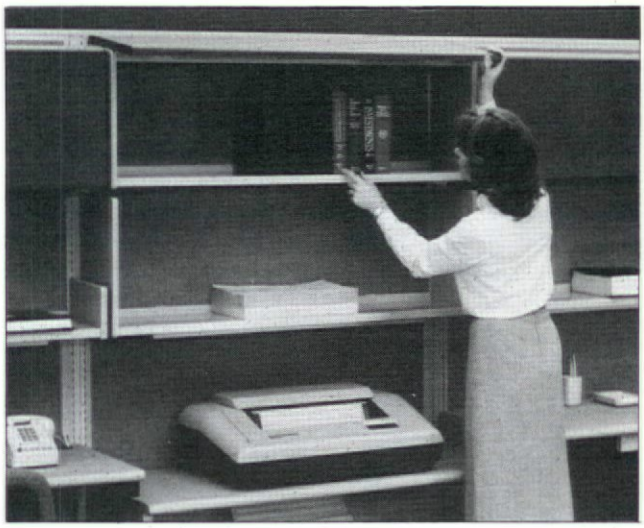
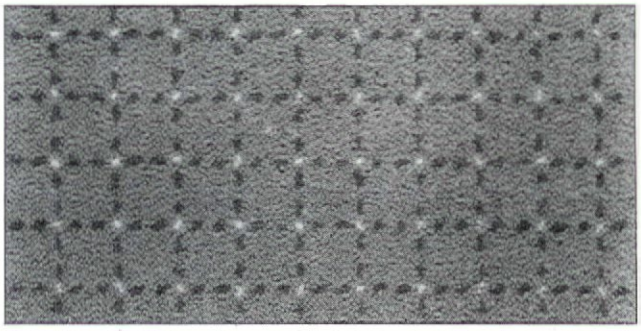


ENCLOSED STORAGE SHELVES ORGANIZE WORK AREAS

Panel-mounted, enclosed shelves for **Panel Concepts**' System 2PLUS open office systems increase storage space. Available in baked-on epoxy, fabric, or laminate finishes, cabinetry doors can be stored on top of the shelves if frequent access is necessary. Locks are also available. **Circle No. 430.**

SINGLE BATTERY POWERS LCD CLOCK

Powered by a single AA battery, LCD clock from **Peter Pepper Products** is available in 12- or 24-hour time modes. With satin silver-finish case, clock measures 8¼- by 5½- by 1-in. Black 1¾-in. digits appear on a bronze background. **Circle No. 431.**

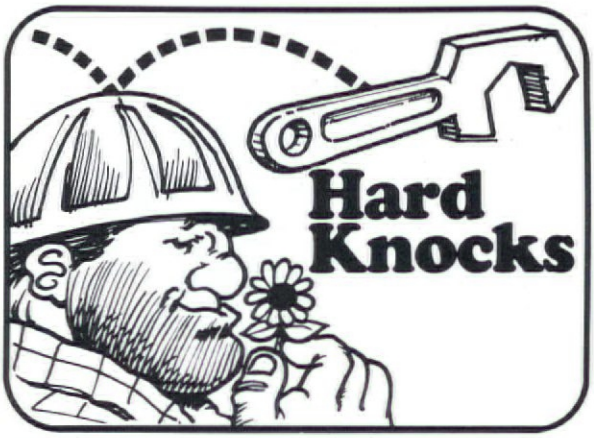


SMALL-SCALE CHECK SUITS EXECUTIVE OFFICES

"Checks," a patterned cut pile carpet, is woven of Anso IV nylon with HaloFresh. Offered in six colors, Checks joins **Bigelow**'s Weavers Classic Collection. **Circle No. 432.**

SPRAY ADHESIVE FACILITATES CARPET REMOVAL

Monobond Spray Adhesive by **Roberts Consolidated Inds.** is designed for use when installing woven carpet over concrete. With its pressure-sensitive bond, product permits user to have repeated access to flat cable and in-floor systems and to easily remove or replace the carpet. **Circle No. 455.**



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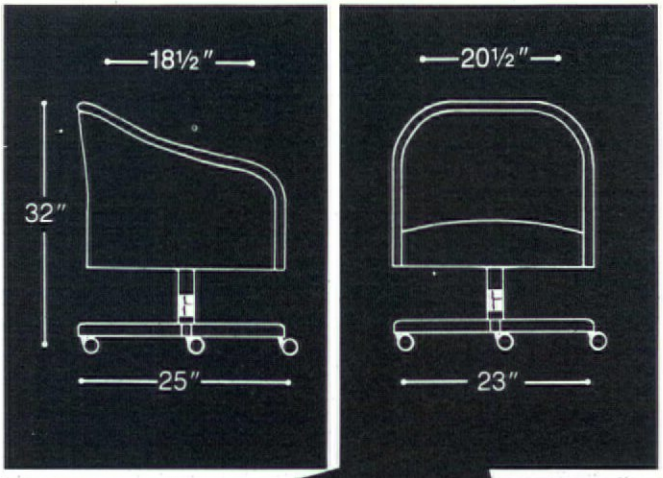

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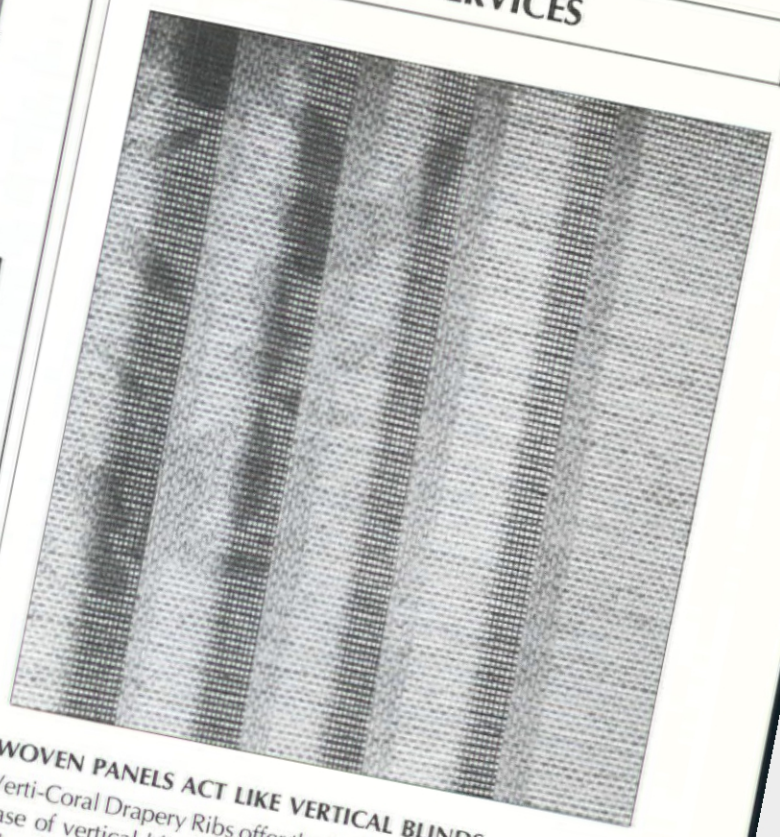

WOVEN PANELS ACT LIKE VERTICAL BLINDS

Verti-Coral Drapery Ribs offer the look of fine draperies plus the ease of vertical blinds. Woven panels from **Coral of Chicago** allow light to pass through while keeping heat, glare, and cold out. Panels will not curl or fray. **Circle No. 451.**

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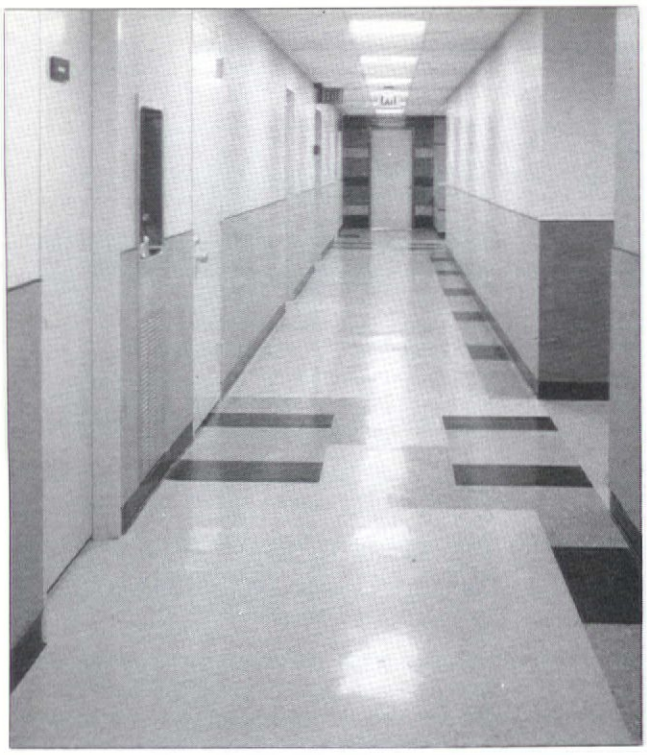

MULTI-COLOR TILE 'SHORTENS' CORRIDOR

Multi-colored vinyl composition tiles from **Armstrong's** Excelon Imperial series can make long corridors appear shorter, when used along walls and office entrances. **Circle No. 449.**

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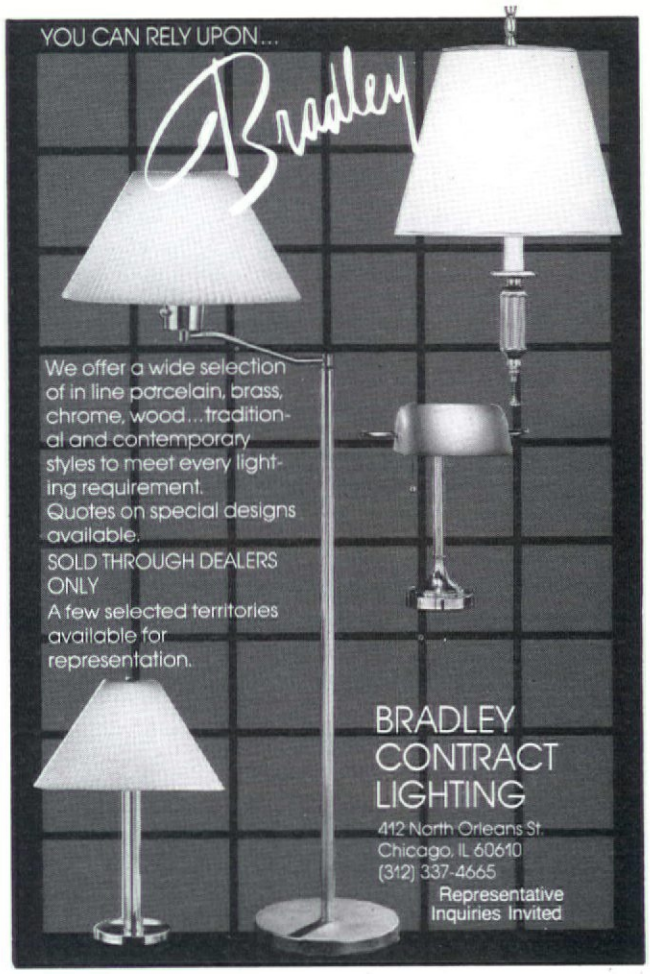

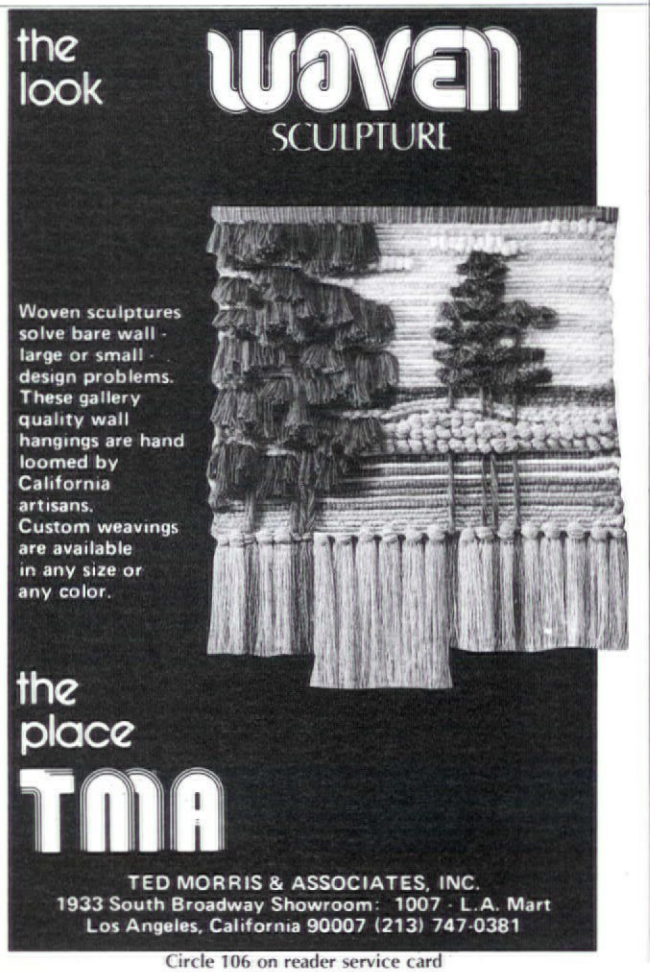

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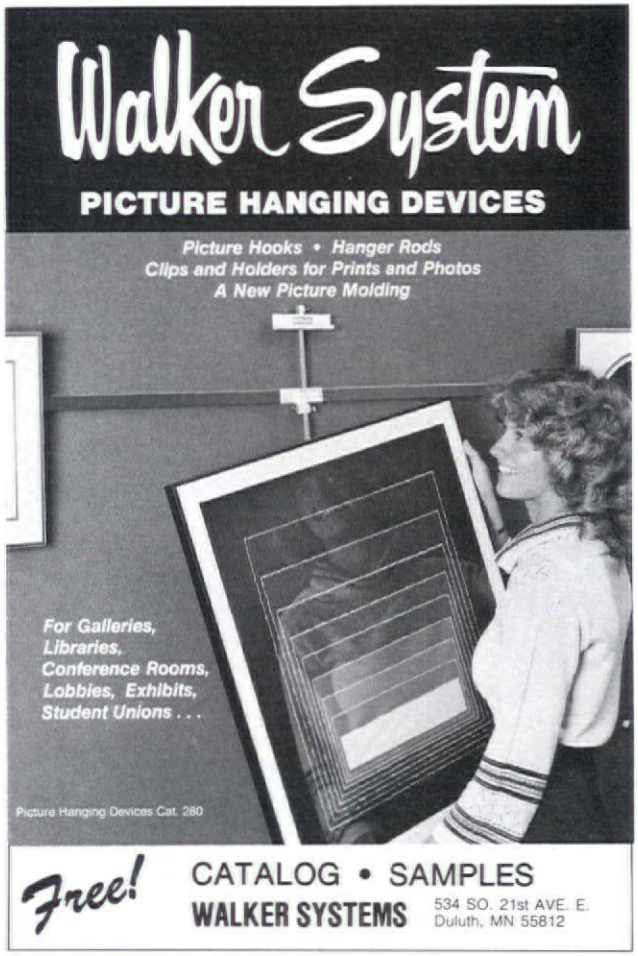

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If you're in the process of selecting a computer for your company, upgrading your current system or discovering new uses of the computer for facilities management and design – Find the information you need to make the right decisions at the sixth annual

COMPUTER-AIDED SPACE DESIGN & MANAGEMENT CONFERENCE

Co-sponsored by Gralla Publications' *Contract* and *Facilities Design & Management* Magazines

November 12-13, 1984 • Omni Park Central • New York City

Who Should Attend

If you're a facility executive—director, manager or planner, engineer, real estate/property officer, an architect or design professional, or involved in any aspect of space, office or building design or management, this two-day Conference is designed for you.

No matter what your experience—if you are considering computerization for the first time or are an end-user—this Conference will provide you with information you can put to use immediately!

And Why...

Find out how others solve problems you face on-the-job at your choice of seminars.
Discover how to:

- analyze your need for a computer—which applications are cost-effective for your organization and which ones are not
- determine what personal computer, micro or turnkey system is right for your needs
- select a service bureau or consultant
- implement a system into your work environment
- structure a software agreement with your vendor
- manage a project with the computer

Shop for the computer system that's right for you
The foremost suppliers in the country will be at the Conference to demonstrate their equipment, explain capabilities and costs, and discuss your needs one-to-one.

1984 Honorary Industry Advisory Board... Here are some of the professionals who helped to shape our Conference:

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Stow, MA

Here's what attendees said about the fifth annual Computer-Aided Space Design & Management Conference:

"An excellent Conference overall and a great opportunity to compare problems and experiences with other facility managers."
—Ray Rader, Harris Corporation, Melbourne, FL

"This Conference is the best single resource for facilities design and management computerization. A must for anyone in the field."
—James Ponder, USF&G Insurance, Baltimore, MD

"I appreciate that the Conference was not only geared toward mainframes, but showed micro computer alternatives."
—James Brooks, Robert Martin Company, Elmsford, NY

"I liked the frankness and direct approach taken by the speakers... No one tried to sell a system, just presented facts."
—Gordon Richardson, Southern New England Telephone, New Haven, CT

"A useful Conference for both people with no practical computer experience and actual end-users."
—Ron Beattie, Interior Facilities Associates, Inc., New York, NY

Take a first-hand look at computer systems in action

We've expanded our Exhibit Area to offer you a large variety of computer hardware/software systems for facilities management, architecture and interior design. This is your opportunity to see what technology is available from the nation's top suppliers; discuss your particular needs; get on-the-spot answers; and take home materials for future reference.

Here are just a few of the companies participating in the Exhibit Area:

CALCOMP, INC.
CORE/HERMAN MILLER, INC.
DESIGN FUTURES, INC.
INSITE
INTERGRAPH CORPORATION
MICRO-INSTALLATIONS, INC.
NPS AUTOMATION SERVICES, INC.
RESOURCE DYNAMICS, INC.
THE RYAN GROUP
SIGMA DESIGN
STEELCASE, INC.

Exhibit hours:
Monday, November 12th: 4:00 p.m.-6:00 p.m.
Tuesday, November 13th: 10:15 a.m.-1:15 p.m.
For information on exhibiting, contact Laura Goldstein or Helaine Koffler at 212-869-1300.

Tailor your own educational program to meet your needs

Monday, November 12, 1984
9:00 a.m. - 10:15 a.m.

A1: **How to Evaluate Your Need for a Computer System**
Speakers: Paul J. Druckman, CAD/CAM Technologies, Inc., Anthony Mirante, Gensler & Associates, Ross Trenholm, Resource Dynamics, Inc.

A2: **How to Protect the System**
Speaker: David Wolfberg, Wolfberg, Alverez, Taracido

10:30 a.m. - 11:45 a.m.

B1: **Survey of Personal & Micro Computers for Facilities Management & Design**
Speaker: H. Lee Hales, Management Consultant

B2: **How to Use a Service Bureau**
Speaker: Patrick Brown, Interactive Graphics Services Co., Inc.

1:15 p.m. - 2:30 p.m.

C1: **Survey of Turnkey CADD Systems**
Speakers: George Hemming, Eastman Kodak Company, Dan Raker, Design & Systems Research Inc., Jack Robinson, Intergraph Corporation

C2: **How to Work with a Consultant**
Speakers: Paul J. Druckman, CAD/CAM Technologies, Inc., H. Lee Hales, Management Consultant

2:45 p.m. - 4:00 p.m.

D1: **End-Users Roundtable: Facility Managers**
Speakers: Basil Callimanis, Facilities Management Consultants, Jean Hardginski, The Pillsbury Company, Peter S. Kimmel, General Services Administration, John Morganti, GCA Corporation

D2: **End-Users Roundtable: Architects/Designers**
Speakers: Les J. Cranmer, Interspace Inc., Gary H. Silver, Hellmuth, Obata & Kassabaum

Tuesday, November 13, 1984
9:00 a.m. - 10:15 a.m.

E1: **How to Manage a Project with the Computer**
Speakers: Rose M. Erickson, Basicomp, Inc., Morton Glatstein, Interior Facilities Associates, Inc.

E2: **Computerized Real Estate Asset Management**
Speakers: Kreon Cyros, Massachusetts Institute of Technology, Simon Volinsky, CBS Inc.

1:15 p.m. - 2:30 p.m.

F1: **Getting a System Up & Running: Pitfalls to Avoid**
Speakers: Stephen Binder, Citibank N.A., Ched Reeder, The Computer-Aided Design Group, Ronald T. Ryan, The Ryan Group

F2: **How to Negotiate a Computer System/Software Maintenance Contract**
Speaker: Richard Raysman, Brown, Raysman & Millstein

2:45 p.m. - 4:00 p.m.

G1: **Bonus Session—How to Use Computers to Monitor Building Maintenance, Energy & Security Systems**
Speakers: To be announced

Registration Information

To register, just fill out the coupon and mail it today to: Gralla Conferences, 1515 Broadway, New York, NY 10036, —or— call Barbara Dales, toll free at 800-223-6767 (New York State registrants may call collect at 212-869-1300).

Tuition: $495 for the first person from a company, $450 for each additional person from the same company. Tuition includes admission to two-day Conference (seminars and exhibits), Conference take-home materials, refreshment breaks and cocktail reception. Checks or money orders are payable to Gralla Conferences.

Cancellations: Full refund of tuition if notified 48 working hours in advance of the Conference. No refunds after that time.

Accommodations: Rooms have been blocked at the Omni Park Central. All registrants will receive hotel housing forms by mail. The Omni Park Central is located at 870 Seventh Avenue (at 56th Street).

Tax Deduction: Treasury Regulation 1-162-5 permits an income tax deduction for educational expenses.

Computer-Aided Space Design & Management Conference
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Please register me for the Conference on November 12-13, 1984, in New York City.

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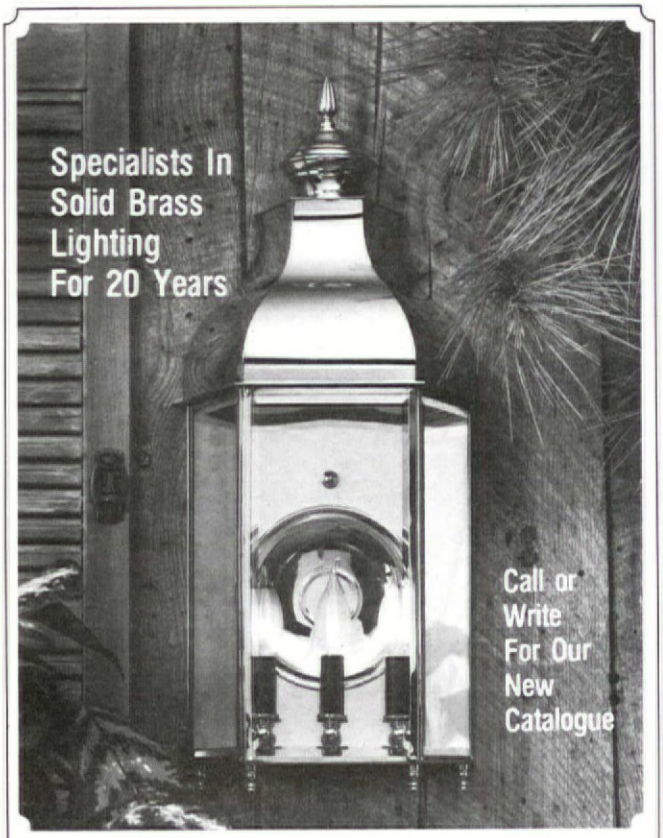

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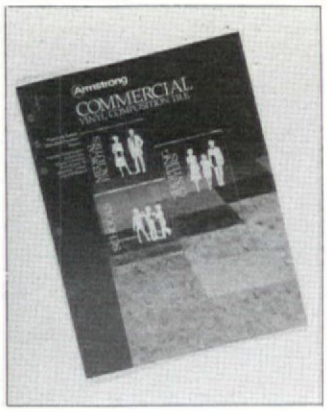
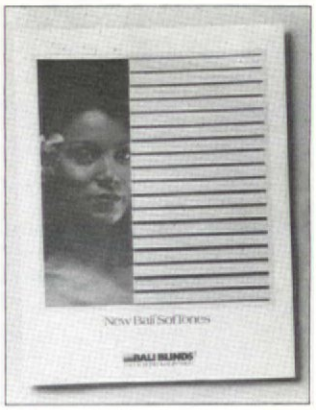
CATALOGS & BROCHURES



Armstrong



Bali

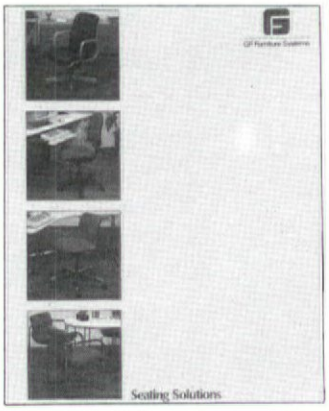
Six-page folder for specifiers describes Armstrong's commercial vinyl composition tile. Included are both the Premium series and Standard Excelon series. **Circle No. 381.**

Bali SofTones mini-blinds are featured in a six-page brochure containing color photos of decorator room settings and a spectrum of SofTones colors and textures. An easy-to-use "How to Measure and Order" form is also included. **Circle No. 384.**

Winona Inds.' complete product line is featured in a new catalog. Included are cross-section diagrams, dimensions, and specification information for DecorTambours, DecorCeilings, DecorMirror, DecorMetal, DecorDoors, DecorWall, and Artwood tambour planters and benches. **Circle No. 378.**

Components of the modular desk system Powerflex are shown in a booklet from JG Furniture Systems. Powerflex provides a non-panel solution to planning for electronic office environments; power capability is available within 24 in. of most equipment locations. **Circle No. 376.**

"Seating Solutions" catalog from GF Furniture Systems includes the firm's complete line of seating options. Shown are the GF Giroflex line, 40/4 chair, Body Chair II, and more. **Circle No. 377.**



GF Furniture Systems

Allied Fibers

Allied Fibers offers a brochure on its Total Electronic Compatability carpet, warranted to end electrostatic disruption of electronic equipment. Booklet provides technical information on carpet design criteria, test methods, and an explanation of Allied's Anso IV HP nylon with HaloFresh system. **Circle No. 389.**

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ATTENTION: Contract furnishers, architects, designers, and dealers send us your brochures. CONTRACT Magazine is often asked by corporate representatives to provide them with qualified names. Mail to Sales Manager, CONTRACT Reader Brochures, 24th Floor, 1515 Broadway, New York, NY 10036.

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Successful New York City Contract Office Furniture dealer wants to expand. We have excellent financing and very well established lines of credit. Looking for a sales-minded individual (female or male) WITH A FOLLOWING. No investment required. Send details in complete confidence to: Box 305, CONTRACT, 1515 Broadway, New York, NY 10036.

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Workbench—NYC—seeks a Director for our Contract Sales Division. Must be familiar with the NYC market and have at least 5 years contract sales experience plus 2 years management experience in the same environment.
Salary open, excellent benefits.
Please send resume with salary history and requirements to:
K. Terlizzi
Workbench
470 Park Avenue South—3rd floor
New York, New York 10016

Classifieds continue on the next page . . .

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Wanted by a New Orleans, LA Dealer. Must be systems oriented. Qualified candidates please forward their resume and salary history to: President, 430 Tacoma Street, New Orleans, LA 70124.

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Mecho Shading Systems seeks an experienced individual familiar with specifiers, developers and contractors in the Southern California market. Excellent full time opportunity with growing products including full support from the manufacturer to expand in the market. Salary and expenses plus bonus. Send resume and salary history to: Mr. Kahn, c/o Joel Berman Associates; 42-03 35th Street; Long Island City, NY 11101. EOE.

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Our line of framed pictures is presently handled by better stores throughout the country and we are looking for experienced contract representatives to expand our market.

If you are presently a successful contract representative and would like to add large commissions to your business, please contact us, along with proper background details, immediately. You'll be glad you did.

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1-800-323-8204

New wall covering material for the United States market. Woven fiberglass made in Sweden and used in Europe for over 10 years. We are looking for established firms calling on architects, designers and other specifiers. Certain state territories available. Please contact: Mirror of Sweden, Inc., 1032 Hercules Avenue, Houston, TX 77058.

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Manufacturer of quality hotel/motel furniture seeks experienced representation. Territories available throughout the United States. Contact: Ron Merder, Styline/Ferdinand, P.O. Box 100, Huntingburg, IN 47542. (812) 683-4848.

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Major office seating and casegoods manufacturer requires a commissioned representative in the Illinois and Wisconsin area, preferably operating in the metro Chicago area.

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EXCLUSIVE IMPORTER desires established reps for line of high-end traditional leather desk sets and accessories imported from Italy. Warehoused in U.S. Showroom preferred. High commission. Select territories available. Applicants please send resume, territory covered and lines carried to: Ohlendorf Imports, 220 Canal Street, San Rafael, CA 94901.

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We are looking for established representatives in the New York City market to call on architects, designers and specifiers to handle a complete list of Contract Vinyl Wallcoverings. Send resume to: Box 172, CONTRACT, 1515 Broadway, New York, NY 10036.

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The manufacturer of highest quality, domestically produced ceiling fans is seeking additional representatives.

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Experience in selling ceiling fans is not necessary!

Your resume should include your history, territory covered and other lines handled. Reply to:

P.O. BOX 461642
Garland, TX 75046

A Major Systems Company is seeking a Direct Factory Representative. Comprehensive package consists of salary, expenses, commissions and benefits. Experience desired but not necessary. Send resume in confidence to: Mr. Dan Gray, 4 Hickory Drive, Greenwich, CT 06830.

THE MOST COMPLETE AND UNIQUE LINE AVAILABLE

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Developers of the most exciting task lighting fixture on the market today is looking for aggressive, high caliber representatives in various parts of the country to call on architects, designers, specifiers and office supply dealers. Perhaps you have seen our full page advertisement in the July and current issues. We are an established, well-rated concern with a national reputation for manufacturing quality, dependable task lighting fixtures. This is an excellent opportunity to get in on the ground floor with a company that has become an important factor in the industry.

Send resume to: Electri-Cable Assemblies Inc.
PO Box 2040, Shelton, CT 06484
attn: Mr. David G. McCarthy.

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Well established manufacturer of desk and office accessories in leather, vinyl, oak and walnut seeking experienced and motivated salespeople. Available territories:

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We are looking for aggressive, high caliber representatives in various parts of the country to call on architects, designers, specifiers, and office supply dealers. Perhaps you have seen our full page advertisement in the February and March issues. We are a growing, well rated concern having a reputation for manufacturing high quality acoustical office partitions, components and accessories, specializing in service, quality and custom work. Would you like to grow with us?

Send resume to:

ACOUSTICAL PARTITIONS CORPORATION
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Holyoke, Massachusetts 01041
ATTN: Mr. Nathanael Harwood

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MANUFACTURER'S REPRESENTATIVE

National manufacturer of high quality contract furniture, upholstery and casegoods, seeking professional representation in the Washington/Baltimore area. Please reply to Box 182, CONTRACT, 1515 Broadway, New York, NY 10036.

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